FINANCIAL TIMES

EUROPE'S BUSINESS NEWSPAPER

No. 30,573 Weekend June 25/June 26 1988 D 8523 A

WORLD NEWS

Leadership battle for SLD begins

The battle began for the leadership of the Social and Liberal Democrats after the close of nominations confirmed Paddy Ashdown and Alan Beith as the only candidates.

Paddy Ashdown, MP for Yeovil, began the contest as clear favourite against Mr Beith, former deputy leader of the Liberal Party. Page 4

Angola talks open

Fiery exchanges between South African and Cuban officials marked the opening round of talks in Cairo on ways to end the 13-year-old Angolan war. Cavort among the pyramids, Page 3

Survivor hopes fade

Rescuers said hopes were fading of finding survivors, trapped after a landslide engulfed the Turkish village of Catak. Rescue work has been hampered by further mud and rock slides.

Manigat arrives in Miami

Ousted Haitian President Leslie Manigat arrived in Miami to promote opposition to Lt Gen Henri Namphy who headed the coup which deposed him.

Manslaughter admitted

At the Old Bailey former Special Constable Frederick Scott and his common-law wife Susan Poola admitted the manslaughter of their baby son Dean by starving him to death.

Severn bridge dispute

The go-ahead for a second road bridge over the River Severn is being delayed by disputes between Whitehall departments. Back Page

Meacher to appeal

Labour employment spokesman Michael Meacher is to appeal against a High Court jury's verdict rejecting his libel action over an Observer newspaper article which claimed he lied about his family background.

PLO willing for US talks

Palestine Liberation Chairman Yassir Arafat said he was willing to discuss the Palestinian question with US officials. Page 2

Burma riots spread

Protests against the Government rule of former general Ne Win were spreading through Burma.

Ministers dismissed

Indian Prime Minister Rajiv Gandhi dismissed two state chief ministers, fuelling speculation of a party shake-up. Page 2

Locusts threaten India

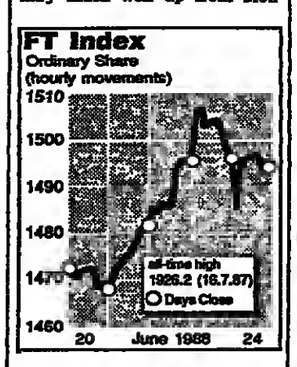
A plague of locusts, which swept through North Africa, cannot be stopped and could reach India within a year, the United Nations Food and Agriculture Organisation warned.

BUSINESS SUMMARY

Record lending by building societies

BUILDING SOCIETIES lent home-buyers a record £4.39bn last month compared with April's £3.86bn and the previous record of £4.22bn in March. Back Page

LONDON SHARES finished an unsettled week with the FT Ordinary index well up from Monday's opening but 1.8 lower on the day at 1,494.9 on fears of an impending rise in interest rates. Page 12



JACOBS SUCHARD, the Swiss chocolate group, bowed out of the bidding for Rowntree and sold its 29.9 per cent stake in the York chocolate-maker to Nestlé for almost £200m profit. Back Page

STEEL QUOTAS will be scrapped on July 1, European Community governments agreed yesterday. Back Page

BAT INDUSTRIES, UK tobacco and insurance group, faced another obstacle in its fight for control of US insurer Farmers Group when Farmers announced moves designed to make a takeover prohibitively expensive. Page 8

BRITOIL, the BP subsidiary, will go ahead with a £260m North Sea gas project following yesterday's announcement of development approvals worth more than £300m. Page 3

ATTWOODS, a UK waste disposal and quarrying company, is to raise £40.5m through a placing of convertible preference shares for further acquisitions. Page 8; Lex, Back Page

BURTON, House of Fraser, Marks and Spencer and Next stores groups have agreed to collaborate on an electronic payment system in their shops. Back Page

FRENCH EXPORT credit guarantee system Coface incurred record FFr5.8bn (£552m) losses last year. Page 3

S G WARBURG Securities Inc, US arm of the UK securities firm, was one of three primary dealers admitted to the US Treasury bond market yesterday. Page 10

AUSTRALIA'a federal government spending will be in record surplus of about A$2bn (£920m) for the financial year just ended, well ahead of official and market forecasts. Page 3; Lex, Back Page

Soviet economy faces 'massive restructuring and reduced state role'

BY QUENTIN PEEL IN MOSCOW

THE SOVIET system of central economic planning is to be radically changed in the next two years, a top government economic adviser said yesterday. The planned restructuring will include a sharply reduced role for the state planning committee.

Proposals to reduce the all-pervasive role of state purchasing in the Soviet economy will also be put to next week's extraordinary conference of the Communist Party, Dr Leonid Abalkin, director of The Economics Institute of the Soviet Academy of Sciences, said.

He addad that the entire reform programme had only just begun. A massive restructuring of the Soviet economy up to the end of the century was anvisaged.

At least 15m workers would have to be relocated in new jobs over that period, the vast majority of them being moved from manufacturing industry, agriculture and transport into the service sector.

Although this would mean "a temporary loss of jobs" and the establishment of retraining centres throughout the country, Dr Abalkin insisted: "We will ensure full employment."

The scale of the rethinking of Soviet economic policy in advance of the party conference, summoned to clear the way for the next phasé of Mr Mikhail Gorbachev'a perestroika reforms, was revealed at a press conference of dalegates organised by the party's propaganda department.

Dr Abalkin said a careful study had been made of Sweden's financial and tax systems and there was much to be learned from them. The lessons would include the relationship between family farms and agricultural co-operatives, together with the establishment of consumer co-operatives.

Mr Mikhail Vagin, head of the Lenin collective farm outside Gorky, said it was essential that farming should he allowed to react to the market. "The planning of state orders is doing great damage to agriculture. How are we to make profits in that situation?" he asked.

Mr Vagin said the very low state-controlled prices for foodstuffs were also creating huge problems for agriculture. "In the current situation, the level of prices and of unit costs represents a very serious problem. We are reviewing the situation."

Dr Abalkin said the current reforms, introdncing cost accounting for state enterprises, were inadequate on their own. The conference had to decide to press ahead with price reforms and with a new system of finance and credit.

"Real changes are only just beginning," he said. "The new tendencies are embarking on an increasingly acute struggle against conservatism. We are breaking the old mechanism and introducing the new one."

Although the current five-year plan did not take the economic reforms into account, he did not suggest it would be abandoned, as some reformers wanted.

"Our problem is how to work out the next five-year plan on fundamentally new principles," he said. "Its appearance will be fundamentally diffarent from what we have had before. It will change the status of... the state purchasing committee.

"It will not be easy to abandon things of the past. Some struggle will be called for."

The Soviet Union has always had the most highly centralised planning system of all the communist states and moves to dismantla it are likely to arouse deep-seated ideological opposition within the ruling party.

Dr Abalkin did not indicate what specific decisions on reforms would be presented to the conference, which will open on Tuesday with a keynote address by Mr Gorbachev.

However, he said that the next phase of reform – over the coming two or three years – "must ensure the widening of the reform, make it nationwide and see to it that all branches of the economy switch over to the new methods (of self-financing, cost accounting and direct trading between enterprises)."

Dollar's surge fuels talk of UK interest rate rise

BY PHILIP STEPHENS, ECONOMICS CORRESPONDENT

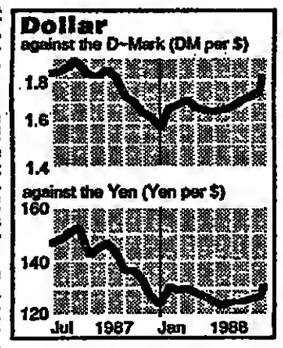
THE DOLLAR surged against other major currencies yesterday, leading to speculation in London's financial markets of a further possible increase in British interest rates.

After climbing steadily in the aftermath of this week'a world economic summit in Toronto, the US currency broke through what traders regarded as the psychologically important levels of DM1.80 and Y130. It is now at its highest level since the October stock markets' crash.

Sterling fell by more than three cents against the dollar and drifted slightly lower against several other currencies in spite of this week's ½ point increase in the cost of borrowing – the third this month.

London's money markets are now discounting a further ½ point rise in base rates to 9¼ per cent. However, official endorsement of higher rates is likely to depend on the markets' reaction on Monday to Britain'a official trade deficit figures for May and on whether the dollar's surge seems likely to be sustained.

The dollar was buoyed by signs at the three-day summit that the US Administration is content to see the currency appreciate in the run-up to the November presidential election and by continuing optimism over the outlook for the US trade gap. The summit communiqué, stressing joint commitment to exchange rate stability, was thns interpreted as acquiescence in the dollar's rise.



That sentiment was reinforced yesterday hy the absence of concerted central bank intervention.

The West German Bundesbank sold dollars sporadically throughout the day and there were unconfirmed rumours that the US Federal Reserve had intervened, but there was no sign of co-ordinated action.

US officials at the Toronto meeting indicated that the dollar's gains in recent weeks were not inconsistent with its view of currency stability. The summit communiqué said only that the Gronp of Seven nations would resist any rise that became "destabilising" to tha trade adjustment process.

Although several countries, including West Germany and Britain, believe the dollar's latest rise is unsustainable, Washington's view so far has been that it provides a useful cushion if sentiment reverses before the election.

Under those circumstances it remains uncertain at what level the US Administration may agree to determined joint action to curb the dollar's appreciation.

The dollar'a rise is particularly

Continued on Back Page
Editorial Comment, Page 6; Lex, Back Page

Buckley stake for sale by bank

BY NIKKI TAIT

SINGER & FRIEDLANDER, the merchant bank, has taken possession of a controlling 53 per cent in Buckley's Brewery, the small Welsh brewer which came under the control of Mr Peter Clowes and Mr Guy Cramer last year following a £29.2m cash bid. The bank is seeking buyers for the stake.

A statement from Buckley's yesterday said it had received notice from Singer & Friedlander that the bank was "mortgagee in possession of 8.465m shares" and that Singer intended to invite tenders for that stake.

According to Mr Tony Solomons, chairman of Singer & Friedlander, the stake passed to the bank eight days ago, when notice requiring repayment of a loan made jointly to Mr Clowes and Mr Cramer expired.

Mr Solomons declined to put a figure on the size of the loan. During the bid for Buckley's last summer, Mr Cramer suggested that Brodian, the nominee company owned by the two men through which the bid was made, had arranged a loan facility of np to £5m with Singer & Friedlander. Shares owned by Brodian were pledged as security, having been registered in the name of Sinjul Nominees, a Singer & Friedlander subsidiary.

To date, it has been assumed thet this was the extent of the two men's liability to the bank. Last night, however, Mr Solomons indicated that the figure might be higher.

With shares of Bnckley'a steady at 164p yesterday – the announcement came after the market closed – the stake is worth £13.9m. Under Takeover Panel rules, it is likely that any purchaser would have to make a full offer for the company.

Clive Wolman writes: A second firm of investment advisers which placed a high proportion of their clients' money with the Barlow Clowes funds in the UK and Gibraltar has been ordered to cease doing any investment business by its self-regulating organisation.

The order was made yesterday against D. C. Wilson and Partners, a Bramhall, south Manchester firm, by Fimbra, the Financial Intermediaries, Managers and Brokers Regulatory Association, under its rule 17 which also forbids the company to dispose of any assets withont Fimbra's agreement.

Over the last two weeks, Fimbra has been condncting an investigation of all the intermediaries that placed business with Barlow Clowes.

The owner of D. C. Wilson, Mr Denis Wilson, set up a Gibraltar investment company, Temple Bar Investments, in 1985 with Barlow Clowes which in late 1986 received a £5m payment from Barlow Clowes International. However, Mr Wilson said earlier this week that he had resigned as a director of Temple Bar several weeks before the payment

Maxwell appears to be seeking stake in SGB

BY TIM DICKSON IN BRUSSELS

MR ROBERT MAXWELL, the British publisher, appeared last night to be negotiating to become a shareholder in Société Générale de Belgique, only hours after the two sides which have been battling for control of Belgium's most powerful company publicly hurled their differences.

Mr Maxwell met Mr Wilfried Martens, the Prime Minister, yesterday to explain his "long term" plans for investing in Belgium. He then moved on to the offices of Société Générale, which through stakes in more than 1,200 different businesses influences between 20 and 30 per cent of the Belgian economy.

He discussed with the Belgian concern details of the proposed communications and media joint venture with his Maxwell Communication Corporation. The project was announced in London earlier this week.

Asked at a press conference whether he was also interested in acquiring an equity stake in Société Générale, he replied that he was. Yet Mr Maxwell refused to elaborate on the size of a possible shareholding. In answer to another question, he said: "If I get some shares you can be sure that I will become a director."

Earlier in the day, Mr Maxwell had disclosed at a press conference to publicise the launching of MCC on the Brussels and Antwerp Bourses that the company had reached an agreement with Mr Albert Frère, head of Groupe Bruxelles Lambert, to invest BFr800m-BFr1bn (£12m-£15m) in the Dupuis printing works at Charleroi.

He refused to say whether Groupe Bruxelles Lambert, which has more extensive media and communications interests than Société Générale, was involved in his wider plans.

Mr Maxwell expressed his enthusiasm for Belgium, the potential he now sees in Société Générale and his interest in the country's highly developed cahle television distribution system "as well as other things."

He partly upstaged the final reconciliation yesterday between two bitter former rivals for control of Société Générale. They are Mr Carlo De Benedetti, the Italian businessman, and Mr Renaud de la Genière, chairman of the French investment bank Compagnie Financière de Suez.

Analysts pointed out that the complex deal, which involves Mr De Benedetti's Paris-based holding company Cerus reducing its stake in Société Générale to just 16 per cent and confirms the unchallenged position of Suez as overall majority shareholder in the Belgian company, was much

Continued on Back Page
Lex, Back Page

London Tube 'should have £75m safety improvement'

BY KEVIN BROWN, TRANSPORT CORRESPONDENT

THE PUBLIC inquiry into November's fire at King's Cross station ended yesterday with a warning that London Underground needed to spend at least £75m on improving safety.

Mr Roger Henderson, QC, counsel to the inquiry, said at least as much should be spent on safety as on the existing station modernisation programme. London Underground's most recent estimate for this is £75m at 1985 prices.

Mr Henderson, who led the cross examination of the 150 witnesses who appeared before the inquiry, said London Underground had a "phenomenally successful" safety record, and urged passengers not to lose confidence in the system.

But he said the disaster had revealed "an endemic and long-standing under-investment in the technology which is presently available to operate an nnderground railway with increasing degrees of safety."

Mr Henderson was summing up his analysis of the three and a half million words of evidence beard by the inquiry since it opened in February. It was ordered by Mr Paul Channon, the Transport Secretary, after 31 people died in the fire which started on a wooden escalator on November 18.

Mr Desmond Fennell, QC, the chairman, was asked to decide how the fire started, why it developed into a lethal "flashover," and how a similar disaster could be avoided in future.

Mr Fennell said he had heard sufficient evidence to answer these questions "in so far as that is scientifically possible." His report will go to Mr Channon in the antumn, and will then be published.

Mr Henderson said ha remained unconvinced hy London Underground's claim that

Continued on Back Page
Background, Page 4

WEEKEND FT

NEXT THURSDAY:

New world in the making

By the year 2000, East Asian economies will have a gross national product greater than Western Europe's and as big as North America's.

Next Thursday, in a 12-page FT Report, David Housego explains why world economic power is shifting towards the Pacific Rim

MARKETS

DOLLAR

New York lunchtime:
DM 1.8135
FFr 6.106
SFr 1.508
Y130.35
London:
DM 1.819 (1.786)
FFr 6.115 (6.015)
SFr 1.5055 (1.478)
Y130.6 (128.65)
Dollar index 96.2 (95.4)
Tokyo close: Y129.7

US LUNCHTIME RATES

Fed Funds 7 13/16%
3-month Treasury Bills: yield: 6.699%
Long Bond: 102 29/32 yield: 8.85%

GOLD

New York: Comex August $446 (450.9)
London: $443.75 (449.25)

STERLING

New York lunchtime $1.7275
London: $1.725 (1.757)
DM 3.1375 (same)
FFr 10.5475 (10.7675)
SFr 2.5975 (same)
Y225.25 (226)
Sterling index 75.8 (76.1)

LONDON MONEY

3-month interbank: closing rate 9½% (9 3/16)

NORTH SEA OIL

Brent 15-day July (Argus) $15.375 (15.265)

STOCK INDICES

FT-SE 100 1,871.3 (–7.6)
FT Ord 1,494.9 (–1.8)
FT-A All Share 967.61 (–0.8%)
FT-A long gilt yield index: High coupon: 9.48 (9.41)
New York lunchtime: DJ Ind Av 2,146.16 (–2.13)
Tokyo: Nikkei 27,750.89 (+17.46)

Chief price changes yesterday: Back Page

Austria Sch22; Bahrain Din0.650; Bermuda $1.50; Belgium BFr48; Canada C$1.00; Cyprus C£0.90, Denmark DKr10.00; Egypt EE2.25; Finland Fmk7.00; France FFr6.50; Germany DM2.50; Greece Dr120; Hong Kong HK$12; India Rup15; Indonesia Rp3,100; Israel NS3.50; Italy L1700; Japan Y600; Jordan Fils.500; Kuwait Fils.500; Lebanon $L125; Luxembourg LFr48, Malaysia Rm4.25; Mexico Pes300; Morocco Dh6.00; Netherlands Fl3.00; Norway Nkr10.00; Philippines Pes20; Portugal Esc120; S.Arabia Rls7.00; Singapore S$4.10; Spain Pta145; Sri Lanka Rup30; Sweden SKr9.00; Switzerland SFr2.30; Taiwan NT$85; Thailand Bht50; Tunisia Din0.800; Turkey L600; UAE Dh6.50; USA $1.00.
SELLING PRICE IN IRELAND 60p

CONTENTS

Japanese agree to limit vehicle exports to EC

BY CLAY HARRIS IN TOKYO

JAPANESE motor manufacturers are to limit their exports to the European Community to 1.21m cars and commercial vehicles this year, a 3.2 per cent increase over shipments in 1987.

Tha target for 1988, which emerged yesterday after consultations with the Ministry for International Trade and Industry (Miti), would mark the lowest level of growth since Tokyo began to monitor car sales to the EC in 1986.

However, it dashes EC carmakers' hopes that Japanese companies would agree to their call for the volume of vehicle exports to the Community to be stabilised at the 1985/86 level of EC registrations of 1.05m cars and light commercial vehicles.

The lower rate of growth does appear to take account of growing pressure in the EC for tighter controls on Japanese car imports ahead of 1992, however.

Although Miti and the leading car makers, Nissan, Toyota and Honda, said yesterday there had not been any binding agreement to limit shipments, the figure of 1.21m vehicles does amount to a voluntary ceiling on exports.

It is indirect evidence, moreover, that demand for cars in the EC has been holding up better than forecast earlier in the year. Japanese motor groups have indicated that they are content to maintain their 10 per cent share of the EC market.

Japanese exports to EC countries rose by 10.5 per cent in 1986 and 6.4 per cent last year to reach 1.17m vehicles. Sales of cars were up 25 per cent since 1986, while those of commercial vehicles had fallen by 15 per cent.

Nissan's production at Sunderland in north-east England, expected to reach 50,000 cars in 1988, will this year be excluded from the export limit for the first time. This reflects UK-Japanese agreement that local content has risen enough – to more than 60 per cent – to justify counting these cars as British-made.

Kevin Done, Motor Industry Correspondent, writes: EC vehicle registration statistics show that Japanese vehicle producers took 9.8 per cent of the EC market for cars and light commercial vehicles last year with sales of 1.202m units. This represented a 2.7 per cent increase in volume, but a cnt in market share from 10.2 per cent in 1986 because of generally booming vehicle sales in Europe.

● Nissan is to produce Volkswagen's Passat model under licence in Japan beginning in late 1990. It expects initial annual output of 8,000 cars.

Delors: Bonn's backing

Delors set for fresh term as EC chief

By David Marsh in Bonn

MR JACQUES DELORS, the EC Commission president, is likely to be given an extension in office next week for another 2½ years until the end of 1990 following firm backing yesterday for a further mandate from the West German Government.

Mr Helmut Kohl, the West German Chancellor, told the Bundestag yesterday that Bonn supported Mr Delors, a former French Finance Minister, for a further spell in his post. Mr Delors' renewal is due to be discussed at the EC summit in Hanover on Monday and Tuesday.

The Chancellor's statement, ruling ont any immediate question that Mr Martin Bangemann, the Bonn Economics Minister, could take over the Delors job, came at the end of a parliamentary debate devoted to last week's Toronto summit and the forthcoming Hanover gathering.

The West German Chancellor's statement reflects a Franco-German agreement to back Mr Delors for another two years in office starting next January. This means that Mr Bangemann, who will join the Commission next year, will go to Brnssels as a straight replacement for Mr Karl-Heinz Narjes, one of the two German Commissioners, who is at present vice-president of the Brussels body.

Mr Kohl painted a confident picture of the Community's accomplishments during the Federal Republic's six months period of presidency which expires at the end of June. He listed as achievements completion of moves towards seting up the planned 1992 internal market and the forging of relations between the EC and Comecon, the Communist trading bloc.

Mr Kohl said that the Hanover meeting would prepare the ground for further development of monetary co-operation in Europe, which could lead eventually to economic and currency union.

He said that a common European central bank, embedded in what he called "a European central bank system" would have to lie at the end of the path towards economic integration.

There was no question in Hanover of deciding to set up a European central bank. Rather, the 12 member countries would commission a study to examine what "conditions and intermediary steps" would be necessary to accomplish the eventual goal of monetary union. In discussions on a joint central bank, West Germany would emphasise its positive experience with the independent Bnndesbank, particularly its commitment to monetary stability, Mr Kohl said.

He said the EC still had mnch work to carry ont towards the internal market goal in 1992. Tough tasks ahead included harmonisation of EC taxation, further opening of EC public procurement and the scrapping of controls on travellers at EC borders.

Arafat willing to meet US officials

BY ANDREW GOWERS, MIDDLE EAST EDITOR

MR YASSIR ARAFAT, chairman of the Palestine Liberation Organisation, yesterday signalled a desire to meet US officials following a cautious American welcome for a call by one of his senior aides for direct negotiations between tha PLO and Israel.

At the end of an official visit to Belgrade, Mr Arafat told the Yngoslav news agency Tanjug that he was "ready to meet an official American representative and discuss the solution of the Palestinian qnestion and the crisis in the Middle East."

His remarks contrasted with previous statements severely criticising Washington's latest plan for resolving the Arab-Israel conflict. The PLO ordered its representatives to boycott four visits to the Middle East this year by Mr George Shultz, the US Secretary of State.

Mr Arafat's tone reflects the moderate approach adopted by Mr Bassam Abu Sherif, one of his closest advisers, in an article distributed to journalists by the PLO at the recent Arab summit in Algiers.

The article said that the key to a settlement lay in Palestinian-Israeli talks under the auspices of an international conference, endorsed United Nations Security Council resolntions accepting Israel's right to exist, and called for international guarantees for the security of all states in the region, including an independent Palestinian state and Israel.

Mr Abu Sherif's statement has sparked fierce controversy within Palestinian ranks, with left-wing groups allied to Syria earlier this week issuing a fierce denunciation. It has been met with studied indifference by Israeli leaders, who say it contains "nothing new".

US officials, however, have expressed interest in the article. A State Department spokesman this week that it displayed a "constructive tone" and contained "positive points".

But he questioned whether the article reflected official PLO views, and other officials pointed out that PLO aides had floated similar views in the past, only to back away at a later stage.

"If the PLO is serious about moderating its positions so as to make a practical contribution to the peace process, it can do so in an authoritative way," the State Department spokesman said.

This was seen as a thinly-veiled appeal to Mr Arafat to endorse the moderate stance espoused by his aide. The US is bound by a 1975 commitment to Israel not to talk to the PLO until it renounces terrorism and accepts Israel's right to exist, but has been seeking ways of talking to Palestinians in the light of Mr Shultz's manifest lack of progress with his peace plan.

Asked yesterday whether Mr Abu Sherif's article was "authoritative", Mr Arafat said: "I will not tell this to you, but only to an American representative."

A JEWISH settler was stabbed yesterday in the West Bank city of Hebron, becoming the second victim this week of an attack by Palestinians against Israelis, Our Jerusalem Correspondent writes.

Earlier, an Israeli farmer was stabbed to death while tending his fields. Since the Palestinian uprising began last December, four Israelis and more than 210 Arabs have been killed.

The victim of the attack yesterday managed to chase his assailant and shoot him in the shoulder. Both the Israeli and the Palestinian are in hospital.

The army has imposed a curfew on the area where the attack took place.

The army yesterday freed 89 Palestinians arrested for involvement in anti-Israeli disturbances in recent months. The measure was designed "to help calm the situation".

Before leaving for a visit to the US last night, Mr Yitzhak Rabin, Israel's Defence Minister, said detainees from villages or families that had shown good behaviour would be among those released. "We want to use the carrot as well, not only the stick," he said.

New Nato force 'a commitment to Norway'

THE North Atlantic Treaty Organisation has set up a multinational force to defend its northern flank, a decision hailed by Norway yesterday as a strengthening of the alliance's commitment to the country, Reuter reports from Oslo.

Norwegian Prime Minister Mrs Gro Harlem Brundtland said: "This . . . will extend onr defence capabilities in important areas. It represents a strengthening of allied commitment to the defence of Norway."

Government sources and diplomats from Nato countries said the force would comprise a Canadian infantry battalion and two field artillery battalions, one from the US and one from West Germany.

The decision marks the fir. time that Oslo has agreed t. allow German combat troops into Norway since the Second World War, when the Nazis occupied the country from 1940 to 1945.

The force will replace a Canadian brigade currently earmarked to defend Norway and represents a significant boost in firepower. The decision was dne to be officially approved and announced later yesterday at Nato headquarters in Brussels, although no details of the force's composition is expected to be given.

Norway, a founder member of the 16-nation alliance in 1949, does not base allied combat troops on its soil in peacetime and would rely almost totally on reinforcements in times of crisis.

The three new battalions will be based in their home countries and will regularly practise rapid deployment in Norway's harsh winter conditions. No date had been set for the first exercise, Norwegian defence officials said.

The country's 325,000-strong armed forces face one of the world's biggest concentrations of naval might on the Soviet Kola peninsula, just across their common Arctic border. Norway covers the approaches to vital Atlantic shipping lanes.

"We lack firepower in some areas. The addition of two artillery battalions – one 105mm and one 155mm, with a combined total of between 30 and 40 guns – will certainly help," said one Norwegian defence official.

The new force consists of about 2,500 men. This is half the number in the Canadian brigade, but it represents a much harder-hitting force with the artillery.

Canada last year announced the withdrawal of its home-based brigade but said it would retain the commitment until 1989, when the unit would be reassigned to West Germany.

The decision drew strong protests from Norway, which has since been lobbying hard in Brussels to find a replacement. So far, however, two squadrons of Canadian fighter aircraft – used to support the brigade – have not been replaced.

Cooper: Iranian grievances

Jailed UK businessman urges links with Iran

By Andrew Gowers

MR ROGER COOPER, a British businessman held without trial for the last two and a half years in Tehran's Evin prison, has issued an impassioned plea to the British Government to take the initiative in improving Anglo-Iranian relations.

In a 16-page handwritten letter passed to a British parliamentary delegation which visited Tehran this week and clearly aimed at the Government, Mr Cooper described the bitter history of relations between the two countries over the last few decades, and said: "I think it is time to try to establish a basis for a mutnally satisfactory long-term relationship between our two countries."

Mr Cooper, 53, a fluent Persian speaker who spent many years in Iran before the revolution, was arrested on spying charges in December 1985 while on a business visit to Tehran on behalf of McDermott International, a US oil engineering company. He had also dona work in Iran on previous occasions for the Financial Times.

His appeal coincides with signs of a slow thaw in Anglo-Iranian ties, following successful negotiations on compensation for damage to each other's embassies after the 1979 Iranian revolution. Howaver, the Foreign Office continues to take an extremely cautious view, arguing that since the problems in relations between the two countries were caused by Iran, it is Tehran that should take the initiative for an improvement. It has suggested that Mr Cooper's release would be seen as an appropriate gesture in this direction.

The gist of Mr Cooper's message, which was released yesterday by members of the parliamentary delegation, is that this approach is insufficient given the degree of anti-British feeling in Iran. He details Iranian grievances, ranging from the British role in Iranian politics during the 1940s and 1950s to the perception that Britain has sided with the US and with Iraq against it in the Gulf war.

"Britain is seen as a sly neo-colonialist, an 'old fox' much more skilled than the Americans or Russians in politics and therefore potentially much more dangerous," he writes.

To counter this suspicion, ha makes a number of practical suggestions:

- The Government should publish all relevant documents on its previous relations with Iran.
- It should encourage political, cultural and trade exchanges with Iran and visits by journalists to facilitate mutual understanding.
- It should help develop a distinct European approach to Iran as opposed to echoing US policy.
- As an earnest of good intentions, it should allow Iran to reopen its Manchester consulate, closed down in the row last summer which led to the latest downgrading of relations. Since then, Britain has had no permanent representation in Tehran.

Mr Cooper argues that the principle of diplomatic or political recripocity is less important than that of righting past wrongs.

EC farm price deal appears to be agreed

BY DAVID BUCHAN IN BRUSSELS AND DAVID BLACKWELL IN LONDON

THE European Community's farm price package for 1988-89 appeared to be agreed yesterday after Greece won a bigger devaluation of its "green" currency rates and fell into line with the broader price proposals approved by the other 11 EC states.

However, last night there was still some argument between the Greeks and the European Commission over the precise wording of the agreement.

The Commission said the extra cost of allowing Greece to devalue its "green" rates by 15 percentage points for animal products and 20 points for vegetable products would be Ecu60m-70m (£40m-46m) this year.

But it promised to keep farm spending within the agreed ceilings in the 1988 EC budget and the 1989 draft budget by "management measures", including a cut in the EC subsidy paid for the incorporation of milk powder into animal feed.

Mr John MacGregor, the UK Agriculture Minister, yesterday described the overall price package, which freezes community prices in Ecu terms, as "stringent". It had been imperative, he said, to settle the price regime this week to avoid the issue preoccupying the summit meeting of EC leaders in Hanover next week.

He was pleased that the Commission had given "absolute assurances" that the budgetary guidelines, painfully agreed at the last EC summit in February, would be respected, and that the only concession mada to the Greeks had been on the level of the "green" drachma.

For a week Greece held np agreement by refusing to accept the commission-inspired offer of an immediate 10 percentage point devaluation and another 4.5 percentage points in January.

Devaluation of a "green" rate, or, technically, a reduction in negative monetary compensatory amonnts, raises farm prices in national currency, while also redncing import subsidies and export levies. Other "green" rate devaluations, under the new farm package, affect the UK (3.2 points), France (1.5), Ireland (1.55), Italy (2.5) and Denmark (1.0).

Maltese dockers walk out over Royal Navy visit

BY GODFREY GRIMA IN VALLETTA

MORE THAN 10,000 Maltese dock workers took industrial action yesterday, ranging from dockyard and shipbuilding workers downing tools to a walkout by tug boat hands, harbour pilots and dockers, in protest against a Royal Navy visit. They fear some ships may be carrying nuclear arms.

The stand-off between Prime Minister Eddie Fenech Adami's Government and the opposition Labour Party over today's arrival of four Royal Navy warships has worsened.

Dr Carmelo Mifsud Bonnici, the Labour Party leader, has threatened to start a campaign to end the British presence in the Mediterranean, should the warships sail in.

"It will be the start of a war of attrition," Mr Mifsud Bonnici said. The Labour Party is supported in its stance by the island's 30,000-strong General Workers Union.

The Grand Harbour and the port of Marsaxlokk, where the ships are to berth, are paralysed.

The Labour Party's dispnte with the Government came to a head this week when the Government refused to seek guarantees from Britain that none of the visiting warships carry nnclear arms.

Ozal prepares to reshuffle his Cabinet

THE 24-member Turkish Cabinet resigned yesterday in preparation for a reshuffle of posts, state-run Turkish radio said, Reuter writes from Ankara.

Prime Minister Turgut Ozal, who narrowly escaped assassination last Saturday, said the new Cabinet could be announced later yesterday or today.

"I may need more time for consultations before announcing cabinet changes," he said.

Mr Ozal, in power since 1983, won a second five-year term after early general elections in November.

French jobless rise

French unemployment rose 0.8 per cent in May to 2.559m after seasonal adjustments, taking the jobless rate up to 10.4 per cent of the active population, George Graham reports from Paris.

The Social Affairs Ministry said yesterday that the rise was largely because of a slowdown in special work experience schemes aimed at youth and long-term unemployed.

Many people finished these schemes last month, and there were few new entrants.

The Government has already warned of a likely 200,000 increase in the number of jobless between now and October.

Greek ministries hit

Greece's 300,000 civil servants staged a 24-hour strike for higher pay yesterday, paralysing ministries and public sector services, Andriana Ierodiaconou reports from Athens.

The civil servants' union had earlier rejected a Dr30bn (£120m) salary scale reform package proposed by the Finance Ministry, whose budget for 1988 is already burdened with a Dr1,000bn deficit. The union is holding out for Dr60bn.

Gandhi removes two ministers

BY K.K. SHARMA IN NEW DELHI

THE CHIEF ministers of two of India's largest and most politically important states – Uttar Pradesh in the north and Maharashtra in the west – yesterday resigned on the orders of Mr Rajiv Gandhi, the Prime Minister. This comes after rapid political developments that herald cabinet resbuffles at central and state level.

Mr Bir Bahadur Singh of Uttar Pradesh and Mr S.B. Chavan of Maharashtra are being removed because the Congress (I) party is in deep political trouble in those areas and Mr Gandhi feels they need new leaders to revitalise his fortunes.

However, Mr Gandhi is unlikely to run the risk of removing two such significant figures entirely from his political sphere. He is expected to give them Cabinet posts or less sensitive party posts in Delhi within the next few days as part of a long-awaited Cabinet reshuffle needed to fill several vacancies.

Shake-nps are expected in other Congress (I)-ruled states as part of Mr Gandhi's campaign to improve the functioning and image of the party.

Mr N.D. Tiwari, Finance and Commerce Minister, has been recalled from a visit to London. His political base is in Uttar Pradesh, of which he is a former chief minister.

Mr Bir Bahadur Singh's removal from Uttar Pradesh comes after the easy victory of Mr Vishwanth Pratap Singh, a former Finance and Defence Minister of Mr Gandhi and now his staunchest opponent, in the Allahabad parliamentary constituency in the state.

Mr V.P. Singh was the joint candidate of all the opposition parties and his win in a by-election was a serious setback for Mr Gandhi and Congress (I).

Mr Gandhi apparently holds the Uttar Pradesh Chief Minister responsible for the Allahabad by-election defeat and in the last couple of days, has hald prolonged discussions on the leadership of the state, which is in the Hindi heartland of north India and thus of considerable political importance.

Lange assails Fiji 'police state'

BY DAI HAYWARD IN WELLINGTON

NEW ZEALAND'S Prime Minister David Lange last night attacked Fiji's draconian emergency regulations which give the army the power to shoot to kill anyone found with illegal arms who resists arrest. The military can also shoot to kill any suspect trying to escape. Suspects can be jailed for two years without trial.

Mr Lange said Fiji was the first Pacific police state. The regulations were drawn up by Col Sitiveni Rambuka, Fiji's military strongman and signed by President Ratu Sir Penaia Ganilau after the discovery of a secret arms shipment on a vessel in Sydney earlier this month and later a cache of arms in Fiji.

The emergency regulations were "totally abhorrent. Very few countries in the world have repressive regulations that are as total as these," said Mr Lange. Anyone in Fiji giving food or shelter to a person suspected of being subservive can be jailed for two years.

Educational institutes can be closed by the decree and in future all teacher appointments must be vetted by the military. This has thrown the future of the South Pacific University in Suva into doubt. Many of the tutors are supplied by New Zealand or Australia under aid schemes.

A New Zealand lawyer, Mr Chris Horden, who went to Fiji this week to defend a group arrested by the Government following the discovery of the illegal arms, has himself been arrested and is awaiting deportation.

Italy moves to defuse Nigeria waste row

Italy said yesterday that Italian companies which dumped toxic waste in Nigeria, provoking a major diplomatic row between the two countries, were willing to remove the refuse and to destroy it elsewhere, Reuter reports from Rome.

"The Italian companies involved in this affair are willing to remove the waste from Nigeria," the Foreign Ministry said. It said that the Nigerian authorities had been informed of the situation and Italy was awaiting a reply.

Asked whether this meant the toxic waste would return to Italy, the foreign ministry said: "It mnst be destroyed in suitable places. There is a willingness to remove the waste and where it is subsequently taken depends on the nature of the substances."

Nigeria, angered by the discovery of 3,800 tonnes of Italian waste dumped in the southern port of Koko, has seized an Italian and a Danish ship. Lagos has also recalled its ambassador from Rome and arrested 25 people, one an Italian.

● Nigeria has posted special vigilante groups at all its ports and jetties to prevent toxic waste from being offloaded by foreign ships, Nigerian State Radio reported.

Soviet ethnic alarm

Letters published in Pravda yesterday expressed alarm over the deteriorating situation in the disputed Transcaucasian region of Nagorno-Karabakh, where troops have been brought in to quell ethnic unrest, Reuter reports from Moscow. The strike-bound region has seen daily protests by the predominantly Armenian population demanding for it to be transferred from Azerbaijan to Armenia.

White House 'is doing its best' on Iran papers

THE White House said yesterday it wanted legal proceedings stemming from the Iran arms scandal to go forward hut refused to say if it would speed up the declassification of secret documents required as evidence, Renter reports from Washington.

"We're on record as saying we want to get to the bottom of this and we want the legal proceedings to go forward," White House deputy spokesman Roman Popadiuk said.

Mr Popadiuk was responding to reporters' questions about a judge's decision on Thursday to delay setting a date for the trial of former White House aide Lieutenant Colonel Oliver North and others

Judge Gerhard Gesell ordered the delay after independent counsel Mr Lawrence Walsh said at a hearing that an inter-agency task force needed until July 31 to cull through some 150,000 documents

Janet Bush reports on charges of cover-up and hype following the disappearance of a young black girl

Doubts grow about New York 'racist rape' scandal

THE CASE of 16-year-old Tawana Brawley has always provoked angry emotions in New York's black community.

When she was found last November in deep shock, covered in excrement and daubed with racist slogans in the back yard of the flat she used to live in, black rights activists immadiately sprang into action. After all, she bad been raped by a gang of white men, one wearing a police badge. Or had she?

Miss Brawley herself, and her appalling story, have become almost irrelevant to the hottest racial issue in New York since a terrified black youth was chased to his death under the wheels of an oncoming car by a gang of white youths.

Tha whites, from the middle class suburb of Howard Beach, were all given long sentences in what was regarded as a victory for black justice. The most vociferous champion of the dead man was the Reverend Al Sharpton.

Miss Brawley provided the Reverend, who has modelled his hair in the style of soul singer James Brown and always sports a large gold medallion and platform heels, with a new cause célèbre.

The months since Miss Brawley told Dutchess County police a shadowy and incoherent story of her four-day disappearance last November have been dominated by the figure of Mr Sharpton.

He appointed himself adviser to the Brawley family, joining two radical black lawyers, Mr Alton Maddox and Mr C. Vernon Mason. They charged that three Dutchess County law enforcement officials had been involved in Miss Brawley's abduction and rape, that police investigators knew who these men were and that there was a cover-up of a massive scale.

Mr Sharpton accused Governor Mario Cuomo of a lack of commitment to bringing the guilty to justice and compared Mr Robert Abrams, State Attorney General appointed as special prosecutor for the case, to Hitler.

At first, sympathies ran high. Even black celebrities involved themselves in the case. Bill Cosby, the television personality, leant his support and Mike Tyson, the heavyweight boxing champion visited Miss Brawley.

But the involvement of Mr Sharpton, whose flamboyance and highly-coloured rhetoric has made more moderate black community leadars uncomfortable, and the persistent refusai of the Brawley family to co-operate with the court, gradnally eroded that sympathy.

The shocking circumstances in which Miss Brawley was found, for whatever reason, were lost in a mist of absurdity.

Her mother has been holed up in the Bethany Baptist Church in Brooklyn to avoid being jailed for refusing to testify before a grand jury. The Phil Donahue talk show was televised live from there and the media ballyhoo surrounding the case reached fever pitch. And then the bombshell dropped.

Two former associates of Mr Sharpton broke rank. Mr Perry McKinnon, who has testified before the grand jury, suggested that the Brawley case was a hoax, hyped up by the family's advisers for political reasons.

"There was no case, only a media show," said Mr McKinnon, who acknowledges himself as a bigamist because he failed to complete the paperwork on his divorce. He claims Mr Sharpton and the two lawyers were making it np as they went along.

He said he became convinced that the case was not about Miss Brawley but about "Mason, Maddox and Sharpton sort of taking over the town, so to speak. Their exact words were, 'We beat this, we will be the biggest niggers in New York.'"

Mr Maddox, he said, wanted to "tear down the present justice system in New York State by using an issue to build a movement".

Mr Samuel McClease, the second former Sharpton aide, who describes himself as a surveillance expert, will also testify. He claims to have tapes of the two lawyers expressing their doubts about the case which would also prova fraud related to sympathy contributions to the Brawley family.

If there has been an elaborate hoax, the source of Miss Brawley's trauma may never be known. In the longer-term, a great disservice will have been done to the black people of New York and moderate black community leaders will have to start on the long job of rebuilding credibility.

Cuomo: charged with 'lack of commitment'

FINANCIAL TIMES

Published by the Financial Times (Europe) Ltd., Frankfurt Branch, represented by E.Hugo, Frankfurt/Main, and, as members of the Board of Directors, F. Barlow, R.A.F. McClean, G.T.S. Damer, M.C. Gorman, D.F.P. Palmer, London. Printer: Frankfurter Societäts-Druckerei-GmbH, Frankfurt/Main. Responsible editor: G.D. Owen, Financial Times, Bracken House, Cannon Street, London EC4P 4BY.

FINANCIAL TIMES, USPS No 190640, published daily except Sundays and holidays. US subscription rates $365.00 per annum. Second-class postage paid at New York NY and at additional mailing offices. POSTMASTER, send address change to: FINANCIAL TIMES, 14 East 60th Street, New York, NY 10022.

CANBERRA TO STICK TO HARD LINE ON ECONOMIC ADJUSTMENT

Australia records A$2bn surplus

BY CHRIS SHERWELL IN SYDNEY

AUSTRALIA will record a surplus of about A$2bn (£920m) on federal government spending for the financial year just ended, double tha level suggested at the time of the May mini-budget and four times official predictions made last December.

The figure, revealed yesterday by Mr Paul Keating, the Federal Treasurer, is well ahead of even the most optimistic market projections, and reflects the buoyant domestic economy's impact on tax revenues, social secnrity spending and public sector debt interest.

Mr Keating also confirmed that the current account deficit would come in below last year's projection of A$11.5bn, less than 4 per cent of gross domestic prodnct. He forecast that the percentage would continue to fall significantly in 1988-89.

Mr Keating was speaking at a regular meeting of the government's Economic Planning Advisory Council. His comments were important because they coincida with sensitive annual wage negotiations involving government, employers and unions. He is also due to present his full budget in August.

Everything he said yesterday re-affirmed the Government's determination to stick firmly to its hard line on economic adjustment. Although Australia had a more positive economic outlook than at any time in the past few years, "wa must continue to implement policies which adjust Australia to the realities of our external debt burden," he said.

The constraints on growth imposed by Australia's external imbalance and the associated debt hurden remained the country's "over-riding" economic problem. Progress had been made in reducing the imbalance to a level where the burden was stabilised, bnt "we still have not achieved that objective".

Mr Keating said employment levels had risen 3 per cent in

Mr Paul Keating

1987-88, compared with a forecast 2¼ per cent. The country'a inflation rate was likely to fall to 4½ per cent by mid-1989.

But he said an appropriate outcome to the current wages round was essential to ensure that strong employment growth continued and the downward inflationary trend was maintained. Wages moderation had to go on contrihnting to the country's adjustment task.

Mr Keating said the latest federal surplus figure meant that the country's net public sector borrowing requirement, which includes state governments and public enterprises, would fall to 1¼ per cent of GDP in 1987-88. This compares with close to 7 per cent in 1983-84.

Federal spending had dropped from 30 per cent of GDP to 25½ per cent and would fall further.

"I believe that the full significance of this historic wind-back in the Government's share of the economy has not yet been fully appreciated in the community," he said. "We have, in effect, redneed government demands as a proportion of the economy back to the level of two decades ago."

US personal income up

PERSONAL income in the US in May increased a seasonally adjusted 0.3 per cent from the previous month, the Commerce Department said, Renter reports from Washington.

Personal income rose to an adjusted $3.954trillion (million million) annual rate after rising 0.1 per cent the previous month.

A Dow Jnnes survey estimated personal income in May up 0.6 per cent. Average estimate for Personal Consumption Expeuditures showed a gain of 0.4 per cent.

Profit sharing and retroactive social security payments lowered the April increase in personal income.

Excluding these factors, personal income was up 0.4 per cent in May.

French export credit claims up

BY GEORGE GRAHAM IN PARIS

FRANCE'S export credit guarantee system made record losses last year of FFr5.8bn (£552m), threatening the Government's budget deficit targets.

Compagnie Francaise d'Assurance pour le Commerce Exterieur (Coface), the organisation which manages France's export credit guarantees on behalf of the state, suffered a 43 per cent surge in claims last year to FFr17.4bn, while premium income fell to FFr2.2bn.

Coface recovered FFr9.5bn of outstanding debts in 1987, more than twice the previous year's level, mainly because of refinancing operations.

But the overall deficit, up 26 per cent from the previous year, still weighs heavily on the French budget.

Defaults are expected to remain on the same trend this year, hut prospects for debt recovery are harder to predict.

The overall deficit could turn out worse if major debtors such as Mexico and Brazil are unable to refinance their debts.

The previous government had transferred the cost of the export credit guarantees deficit onto the budget, rather than concealing it by refinancings through the Banque Francaise dn Commerce Exterieur (BFCE).

But the credits projected in the 1987 and 1988 budgets are far less than will be required.

This shortfall is one of the "time-bombs" which Mr Pierre Beregovoy, the new Finance Minister, has accused his predecessor, Mr Edouard Balladur, of leaving in the Government's finances.

Coface has suffered both from a growing uumber of defaults by customer countries, as the debt crisis hit many developing nations, and from a sharp decline in the uumber of big export contracts which bring it much of its premium income.

The volume of major contracts under export credit guarantee fell only slightly to FFr79.3bn in 1987 after dropping by more than 20 per cent in each of the two previous years.

The finance ministry is considering measures to improve Coface's positiou, which are thought likely to involve a stricter rationing of export credit guarantees for problem countries sucb as those of Latin America, and an increase in premiums for risk countries.

EC lists conditions for rescue of Italian steel

BY WILLIAM DAWKINS IN BRUSSELS

THE European Commission yesterday outlined for the first time the stringent conditions under which it would permit Italy to rescue its state-owned steel company.

Brussels expects to announce its decision by the end of September on whether Rome can pump a further L7,600bn (£3.26bn) into Finsider, renamed Ilva since its voluntary liquidation and re-organisation last month, Mr Peter Sutherland, European Commissioner for competition, said.

He told a meeting of EC industry ministers – who have the final say on aid for Finsider – that the aid package, presented to Brussels 10 daya ago, was being scrutinised by an independent consultancy firm.

The decision will be a sensitive one for the Rome Government, faced with the need to make more than 20,000 redundancies in steelmaking.

The commission could only sanction the rescue plan if the operating aid it included was clearly identified and linked to closure plans, Mr Sutherland said.

The Ilva plan envisages a 1.2m-tonne cut in annual capacity but does not appear to make aid conditional on hitting that target.

Brussels also wants assurances that the plan will restore Ilva to viability so tbat its operating profits are at least 13 per cent of turnover.

Debt charges must be no less than 4-5 per cent of turnover, so as not to give the group an unfair advantage over other community steelmakers, commission officials said.

In addition, Brussels had to be satisfied that the rescue package did not create distortions in the EC steel industry, Mr Sutherland said.

Trade ministers agree on copyright piracy measures

BY NANCY DUNNE IN BRAINERD, MINNESOTA

TRADE MINISTERS of the major industrial countries, meeting in Minnesota yesterday, agreed on measures they will recommend to fight piracy of copyrights and to strengthen the General Agreement on Tariffs and Trade (Gatt), according to a senior US official.

In tha tenth "quadrilateral" meeting sinca 1983, tha trade ministers from the US, the EC, Japan and Canada emerged united on several issues. They are seeking to pave the way for significant progress when the 96 members of the Gatt meet in Montreal in December for a mid-term review of the talks under the four-year Uruguay Round.

Working for the first time with a tight ageuda, the usually informal group of ministers decided to recommend the establishment of a steering gronp to advise the director general of the Gatt.

The group, to be composed of six or seven trade ministers from the developed countries and an equal number from the developing nations, would be set np on a trial basis in 1989 for two years to provide management advice and to help set Gatt's yearly agenda.

The US official reported progress on intellectual property rights. The ministers agreed on measures to strengthen a code governing copyrights and to stop at the borders all products produced by violators.

Several officials said agreement was close on measures to speed the lengthy disputes settlement process under the Gatt.

With agreement on agriculture trade as elusive as ever, the issue was off the agenda so ministers could concentrate on less controversial issues.

Ministers remained apart on issues surrounding a new subsidies code and on safeguards for threatened domestic industries.

Tim Coone takes his leave with a warning of parallels with Weimar

Vested interests choking Argentina

ALBERTO, the estate agent, I later discovered, was the personification of the Argentine *chanta* – a name given to those engaged in sharp business practices. In Argentine society they enjoy a grudging respect if their skill and imagination has pulled off a particularly clever trick.

Shortly after I arrived in Buenos Aires in 1986, he defrauded me of $100 when a rental contract fell through as a result of his machinations. Alharto theu threatened to "call his friends in the intelligence services" when I insisted on recovering my deposit, adding: "You're British and you don't want problems here do you?".

The *chanta* – Alberto and his ilk – has been raised to the level of a sub-culture, in which tales of how one outwitted a fellow citizen are part of daily life. The taxi driver, the estate agent, the bank director, union boss and politician all take part in this institutionalised mugging in which the engaging smile, the compliment and the effusive assurances are often preludes to the sleight of hand and fleeced pocket.

Some blame this compulsive national trait, on the slow pace of Argentina's judicial system. The result, they say, is that civic and individual responsibility is something one's neighbour should be expected to have, hut should not apply to oneself.

At an individual level it is perhaps a form of natural justice and defence of one's own interests, to compensate for the weakness of the nation's institutions. But when this outlook becomes translated into powerful vested interests and political lobbies, it ends up being unjust and helps perpetuate those very same institutional weaknesses.

It is a phenomenon which can be seen at many levels of Argentine society. For example, Dr Alfredo Folica, the Under-secretary of State for taxation policy, laments the futility of pursuing tax evaders: "Under the present laws and powers I have it would take me 10 years to get a prosecution," he said,"I will be in another job by then."

Or Mr Mario Orviales, the Spanish partner of a joint fishing venture, who complained: "My Argentine partner can nake more profit in two days of wheeling and dealing in the financial market that I can in three months managing our four trawlers in the South Atlantic, a processing plant and 400 workers".

Of all the comments made to me in Argentina over the past two years, however, one made by the president of the Central Bank has stood out more bleakly than any other: "There are strong parallels between what is happening here and the pre-war Weimar Republic in Germany," he said – a stark synthesis of the inflationary and political problems afflicting Argentina and which have their roots in the deficiencies in its tax system, its judicial system and financial system, the three pillars of a modern capitalist state.

The foreign debt burden and subsidies to agricultural production in the European Community and US have placed a severe external restriction on the growth of Argentina's economy.

Meanwhile, the regressive nature of the tax system and an overmanned and inefficient state sector have produced an unmanageable fiscal deficit and a severe internal restrictlou to growth. The result has been a lack of investment, spiralling inflatiou, sluggish output and an overall growth of inequality in the distribution of income.

Tougher income tax rules (whicb hardly anyone pays in Argentina despite having one of the biggest middle classea in Latin America) would go a substantial way to resolving the fiscal deficit and inflation problems. A government proposal to reintrodnce inheritance tax, which was lifted under military rule, was defeated in Congress under civilian rule. Not one political party made a serious proposal for tax reform – presumably for fear of losing the large middle-class vote.

Industrial leaders, meanwhile, demand cuts in state spending at the sama time as cuts in taxes, generous industrial promotion schemes and protection from foreign competitiou, and they squeal when public utility tariffs increase. Trade unions fight to defend their share of the national pie going to wages, against a background of spiralling inflation, and they resist new technology or rationalisations in the state or private sectors which could result in job losses.

> In the fight for the distribution of income, neither representatives of labour nor capital has sufficient political power to break the deadlock and to get the economy moving again

In the fight for the distribution of income, neither representatives of labour nor capital has sufficient political power to break the deadlock and to get the economy moving again. No-one is prepared to sacrifice their share, especially if it is just some other *chanta* who is going to make off with the money.

The system tbrongh tbe decades has given rise to firmly-embedded vested interests, which operate in parallel and often above tba formal channels of power. Efforts to change it bring down a barrage of opposition – part of which longs nostalgically for a recent past when military men ran the country.

President Raul Alfonsin has installed a functioning democracy in four years, but one which is handicapped by serious institutional weaknesses and an ailing economy.

The opposition Peronists have resurrected a populist proposal to increase incomes as the stimulus for industrial growth, without explaining where the resources will come from, apart from a moratorium on servicing the foreign debt. The combined threats of a moratorium and income redistribution would send much of the wealth circulating in Argentina's volatile capital market into bank accounts in Switzerland and the US.

None the less, the Peronists now look most likely to win the 1989 elections insofar as they seem to be capturing the popular mood. They will be under strong pressure to fulfil their campaign promises to the trade unions, heralding the likelihood of a confrontatiou with the business sector aud foreign banks and a subsequent political and economic crisis.

Add to that melée a pro-Peronist sector of tbe armed forces which has produced two political crises in the past 15 months and another sector which now controls the armed forces and is adamantly opposed to Peronist ideology.

As I pack my bags, I wonder whether the strike threatened by the pilots of the state airline will leave me stranded at the airport for days. Leaving the country is laced with the thrill of uncertainty and the challenge of bargaining my way onto another flight, probably at the expense of another hapless passenger.

Ciao Alberto. I bope yon enjoyed spending my $100.

Afrikaners cavort among the pyramids

Victor Mallet reports from Cairo on camel-riding Boers at home in forbidden Africa

NO ONE knew until this week how much an ordinary South African cabinet minister enjoys camel rides and pyramids, because no Sonth African minister had been to Egypt since the Second World War.

Ebullient Mr Pik Botha, the Foreign Minister, and General

Pik Botha: Afrikaner showman on an African stage

Magnus Malan, the Defence Minster, have been qnick to make up for lost time during their short stay in Cairo.

The choice of Congo and Egypt as the venues for the second and third rounds of international talks on Angola and Namibia (the first was in London) has been a pnblic relations triumph for the South African Government. After years of isolation Pretoria's men can now be seen on the television screens at home cavorting in long-forhidden parts of the African coutinent.

Mr Botha is a showman who never misses a trick, and the camels are part of the show. You can ride an ostrich any time you want in Sonth Africa but not a camel.

Witb them the ministers brought an 80-strong contingent of officials and journalists in a Sonth African Airways jumbo jet now proudly parked on the Egyptian tarmac. Airspace previously closed to Pretoria's Boeings was miraculously opened with a "diplomatic corridor" across Africa.

Now Egyptian botels echo to the sound of political arguments in Afrikaans as well as Arabic. Last year it was the turn of the Afrikaner liberals who met the African National Congress opposition movement in Dakar, Senegal. Today in Cairo it is the turn of members of South Africa's ruling white National Party.

Pretoria had a battle to make sure this round of negotiations took place in Africa: the Angolans wanted to meet in Europe. South African officials are making the best of their diplomatic victory.

"African problems must be solved by Africans in Africa," they say at every opportunity, hinting darkly that interfering Americaus, Russians and Cubans are not to be trusted.

The Sonth Africans played a public relations trump card with a wreath-laying ceremony for the 226 Sonth Africans from the Second World War who were buried at the Heliopolis allied war cemetery on the outskirts of Cairo. They said their veterans' associations had been prevented by Egypt from visiting the country, and the ministers placed Sonth African flags in the wreaths of Sonth African flowers at the base of the war monument.

For a moment the Nazi sympathies of some Afrikaner nationalists during the war were forgotten. General Jannie Geldenhuys, chief of the South African Defence Force, recalled that his father had fought in North Africa for the allies.

"I have stood by the graves of Sonth Africans," said Mr Botha. "English speakers, Indians, Jews, Colonreds and blacks." He hugged the Egyptian gardeners for a joint photograph in the cemetery so immacnlately kept by the Commonwealth War Graves Commission.

Moved by the Springbok symbol engraved on the South African tomb-stones, Mr Botha even had a dig at the ANC. The visit, he said, "serves as an encouragement to us to move ahead and remain united . . . so we can togetber combat those wbo believe in violence and destruction".

As for the talks on Angola and Namibia, they went on behind closed doors. Genral Malan would comment only on camels.

"It's excellent, a new experience and completely different from a hnrse," he said earnestly.

He concluded: "Going down is a lot more difficult than getting up." He might have been talking about South African troops invading southern Angola.

Labour seeks to take lead from Tories on education

BY DAVID THOMAS, EDUCATION CORRESPONDENT

THE LABOUR PARTY intends to try to wrest the initiative from the Government in education by devoting greater attention to its own educational policies.

Mr Jack Straw, Lahour's spokesman for education, made that clear last night when heu delivered his most important speech on education policy since last year's general election.

Labour's education team has been concerned that it has had to concentrate recently on fighting the Education Reform Bill, conveying the impression that the new initiatives are coming from the Government in what has traditionally beeu one of Labour's strong policy areas.

Mr Straw, addressing the annual meeting of the Socialist Educational Association in Wolverhamptou, emphasised that education would play a much more prominent part in the second phase of Labour's policy review, due to be completed next year.

He coupled a strong defence of the comprehensive school system with a clear acceptance that it could be improved. "If in the fifties and sixties we got rigbt the idea of comprehensive education, we got out of proportion the claims of the benefits it could bring."

Mr Straw argued that standards, as measured by exam results, had declined during Mrs Thatcher's government and be placed much of the blame for that ou the demoralisatlon of teachers.

Improved training, better pay and higher professional status through a self-regulating general teachers' council to weed out poor teachers were all needed if a teaching crisis was to be avoided early in the 1990s, Mr Straw said.

He called on Labour-controlled local authorities to do more to show how Labour's educational policies differed from tbose of the Conservatives.

Mr Straw urged them to introduce before the next election home/scbool contracts, setting out the rights and obligations of both school and parents. The proposal has the enthusiastic backing of the National Association cf Head Teachers.

Labour-controlled local authorities were also asked to cost the implications of Labour's policy of moving towards high standards of pre-school provision for all three to five-year-olds, which Mr Straw said would cost up to £450m a year to deliver in full.

Labour's other main commitment – educational maintenance allowances to persuade everyone to stay in education up to the age of 19 – would cost at least £300m a year. But Mr Straw said a start could be made in that direction.

Hurd hits back over crime view

BY JOHN MASON

LABOUR suggestions that the Prime Minister's values have fuelled the rise in crime were dismissed yesterday by Mr Douglas Hurd, the Home Secretary.

He attacked Mr Roy Hattersley, Labour's home affairs spokesman, for his comments, made during the Kensington hy-election campaign, that some crime was encouraged hy the Government's individualist philosophy.

in a Commons debate on London policing, Mr Hurd said: "We remember the old Gospel when it was the Labour Party view that the Prime Minister was responsible for crime because she created poverty and unemployment. Now you are saying she is responsible for crime because sbe has created prosperity and affluence."

He said that while Mr Hattersley was now trying to make up for Labour's years of neglect and hostility towards the police, parts of the London Labour Party were still obstructing efforts to build better police-community relations.

Mr Hattersley said grinding poverty existed alongside affluence in the capital and repeated his charge that crime by the affluent young was a direct result of Government philosophy.

He said "get rich quick" City workers were "in philosophy and spirit not much different from the upwardly mobile hooligans who drive out of London on Saturday nights and tyrannise Home County market towns. Indeed I have little doubt that ofteu they are one and the same people.

"A government that bases its philosophy on Ivan Boesky's philosophy that there is nothing wrong with greed ought not to be surprised wben one of its by-products is an intolerable rise in the crime rate."

Mr Hurd said that while action had to be taken to counter the "stupid drinking" that lay behind much crime, the Goverumeut would have to act carefully

The Home Secretary was also attacked for his support of the Metropolitan Police's policy of crime screening to concentrate resources on crimes most likely to be solved.

He said the public would recognise that a "futile and mechanical" investigation of crimes unlikely to be solved only detracted from the chances of solving others.

Peers press for changes in Firearms Bill

BY IVOR OWEN

PEERS attacked the Government's proposals for stricter controls on firearms yesterday and added to ministerial anxiety over tbe legislative logjam in the Lords.

The Firearms (Amendment) Bill was given a second reading, but peers on all sides pressed for significant changes in its provisions.

They indicated their intention to table amendments on a scale which is certain to call for prolonged consideration of its remaining stages.

Before the debate began, the Government's business managers had been warned to expect difficulties from their supporters as well as from peers on the opposition benches if they sought to keep the House sitting into August to speed up the legislative process.

Most of the criticism centred on the rushed nature of the Bill – introduced in the wake of the Hungerford massacre in August last year when Michael Ryan killed 16 people and wounded 14 others.

Lord Swansea, a Conservative who is chairman of the British Shooting Sports Council, complained that the Bill had all the hallmarks of panic legislation.

Like a number of other peers who spoke from the Opposition and cross benches, be questioned whether stricter controls would help to limit the number of crimes in which firearms were used, arguing that criminals were able to secure weapons however restrictive the licensing procedures.

Lord Swansea joined with Lord Mischon, who spoke from the Labour front bench, in urging the Government to strengthen the consultative body to be established by the bill by obliging the Home Secretary to take its views into account before introducing any further firearms legislation.

Peers on hotb sides of the House insisted that the compensation the Government proposed for those forced to surrender self-loading and pump-action rifles was inadequate. Lord Peel, a Conservative peer, warned that unless it was increased there was a danger of a black market developing in such weapons.

Lord Ferrers, Home Office Minister, defended the compensation to be paid – £150 or half the average retail price – to those required to surrender self-loading rifles.

North Sea gas projects worth £300m approved

BY STEVEN BUTLER

MORE THAN £300m worth of gas development projects are scheduled for the southern basin of the North Sea. Approvals were granted yesterday by Mr Peter Morrison, the Energy Minister.

Britoil, the BP subsidiary, will proceed as operator with a £260m development of the east and west Amethyst fields, 45km east of the Rough Gas Terminal on the Humberside coast.

The project is to consist of four steel jackets supportiug unmanned wellhead platforms operated from onshore sites and connected to the terminal hy a 30-in trunkline. Fabrication and engineering contracts have yet to be awarded.

The fields contain 850bn cu ft of recoverable gas, with production beginning in October 1990 at 150m cu ft a day, and then rising to 180m cu ft a day.

Mr Morrison also approved development of the Della field, a gas accumulation 20 miles off the Norfolk coast containing 40.6bn cu ft of recoverable gas. Della, operated by Phillips, will be developed as a satellite to the Hewett field.

Amoco gained approval for a £40m proposal to instal additional compression equipment at the East Leman field. The equipment is to be operational by October 1989 and will lead to recovery of an additional 218bn cu ft hy the year 2010. East Lemau began producing in 1968.

Fourteen development projects have been approved so far this year, compared with 13 in 1987.

Rise in level of stocks held by industry slows

By Ralph Atkins

THE LEVEL of stocks held by industry rose only modestly in the first three months of this year after big increases in the second half of last year, according to Department of Trade and Industry figures.

Revised estimates show that stocks held by industry increased by £15m, at 1980 prices and seasonally adjusted, in the three months to March. That followed increases of £828m and £219m respectively in the third and fourth quarters of last year.

In the three months to March wholesalers and retailers increased their stocks by about £35m and £40m respectively. Manufacturers' stocks were reduced by about £25m.

Dukes confirmed as head of flight reservation group

By Michael Donne, Aerospace Correspondent

MR JUSTIN DUKES, managing director and deputy chief executive of Channel 4 Television in London, has been confirmed as the new chief executive of Galileo, the European airline computer reservation systems group.

Mr Dukes, 46, a former director of the Financial Times and ex-chairman of FT Europe, will take over on September 1 from Mr Jan van Bekkum, who will return as planned to KLM, the Dutch airline, as vice-president of information services.

Galileo was formed to develop and market a new generation of computerised airline reservation and information systems specifically designed to meet the requirements of European travel agents.

Based in Swindon, Wiltshire, Galileo brings together the technical and marketing expertise of 10 airlines – Aer Lingus, Alitalia, Austrian Airlines, British Airways, KLM, Olympic, Sabena, Swissair, TAP Air Portugal and Covia, a subsidiary of United Airlines of the US.

SLD leadership fight opens as two-way contest

BY MICHAEL CASSELL, POLITICAL CORRESPONDENT

THE FIGHT for the leadership of the Social and Liberal Democrats offically began last night, hours after the close of nominations confirmed that Mr Paddy Ashdown and Mr Alan Beith will be the only two candidates.

The campaign, which will last a month, got under way in Birmingham with the first of a series of meetings at which the two men will face each other on the same platform. The result will be announced on July 28.

Mr Ashdown, MP for Yeovil, begins the contest as clear favourite against Mr Beith, the former deputy leader of the Liberal Party and MP for Berwick-upon-Tweed. Mr Robert Maclennan, the joint interim leader of the Democrats with Mr David Steel, said earlier in the week that he did not intend to stand for the leadership.

Before leaving for the first hustings meeting at Aston University, Mr Ashdown said he was not depressed or surprised by his party's low standing in the opinion polls. He believed the Democrats had a bedrock level of support of about 15 per cent, in spite of difficulties in the merger, and they could now build on that.

He thought the party would have about 70,000 members eligible to vote in the leadership and presidential alactions and predicted that membership would reach about 100,000 by the end of this year. Mr Ashdown said the contest was "about looking back or looking forward" and ha wanted the Democrats to become a radical, progressive alternative to the Thatcher government. His objective of displacing Labour on the way was not, as his opponents had suggested, a strategy for coming second.

He maintained thet Mr Beith's approach of aiming for governmant ambraced a policy of remaining in the centre ground while building on the protest vote from both ends of the political spectrum. That strategy, he added, was one for "continuing to come third."

The leadership contest will be run in parallel with the election for the new party's first president. The candidates in what is expected to be a close-run campaign are Mr Des Wilson, the former Liberal president who supports Mr Ashdown for the leadership; Mr Ian Wrigglesworth, the former SDP MP; and Mr Gwynoro Jones, the chairman of the Welsh Democrats.

Clergy wait sixty years for bond redemption

By Stephen Fidler, Euromarkets Correspondent

CLERGYMEN and parochial church councils the length and breadth of England are probably at this moment searching through their investment portfolios after a Bank of England announcement yesterday. It added 20 per cent to the value of a little-known gilt-edged stock.

The government bonds, issued to clergymen in the 1930s in lieu of tithe payments and known as the 3 per cent redemption stock of 1986-96, will be redeemed on October 1 at face value, the Bank said yesterday.

Since they were earlier being priced at about 83 per cent of face value, the redemption means a 20 per cent windfall for holders.

Holders include the Family Assurance Society, a Brighton-based, tax-exempt friendly society with about £240m in investments under management, some 35 to 40 per cent of which are invested in fixed-interest investments.

Family Assurance has been buying up these bonds for the last two years and now holds 7½ per cent of outstanding bonds with a face value of more than £3m.

According to Mr John Reeve, the society's general manager, the society bought a £1m chunk of the bonds early this year, although many of the purchases were made in small £10,000 lots at an average of about 80 per cent of face value.

The purchases were a matter of foresight, not luck. "Our calculations showed that the sinking fund was fully funded and that the Government was therefore obliged to redeem them," said Mr Reeve. Sinking funds are created to redeem bonds before final maturity, usually in small lots.

The bonds are a curiosity. A total of £70m of them were issued in 1937, under the provisions of the Tithe Act of 1936, a controversial measure that abolished tithe payments to bishops and clergymen of the Church of England. The gentlemen of the cloth received the bonds in lieu of their tithe payments and the payers of the tithes became liable to pay an annuity for 60 years.

Annuity payments were finally abolished in 1977, but with annuity income and an annual contribution from the Government (paid because the Government saved money from the abolition of tithes) there was enough money to redeem all the bonds.

The announcement caused something of a flurry in the gilt-edged market, although the Bank of England was keen to dispel the story that redemption had any broader significance.

Kevin Brown on the issues faced by the Kings Cross fire inquiry which ended yesterday

The high price of learning some hard lessons

THE PUBLIC inquiry into the Kings Cross Underground fire finally stuttered to a halt yesterday after 91 days of evidence.

The statistics of the inqniry rival the enormity of the disaster, in which 31 people died. Exactly 150 witnesses have given evidence, more than 80,000 documents have been deposited and there have even been 13 video films. The cost is put, unofficially, at £4m.

It was not supposed to be like that. Mr Desmond Fennell, the QC appointed to lead the inquiry by Mr Paul Channon, the Transport Secretary, opened the first session on February 1, intending to complete his work in a few weeks.

In the event, the inquiry went on so long that it had to move from the Central Hall, London, to Church Honse, the administrative headquarters of the Church of England, which is largely unused between sessions of the General Synod.

It took up so much of the time of senior managers at London Underground that a routine Monopolies and Mergers Commission investigation was postponed by Mr Kenneth Clarke, the Industry Minister, in order to avoid a complete management breakdown.

The delay in completing the inquiry was caused hy the enormous complexity of the issues involved and by the number of individuals and organisations that sought to give evidence.

They ranged from relatives of the dead and injured to the emergency services, passengers' organisations and even a group representing London's Labour-run boroughs, which was eventually forced to withdraw because of lack of funds.

The inquiry opened with evidence, often emotional and sometimes tearful, from eyewitnesses who were in the Underground station when the fire began, just after the evening rush bour on the evening of Wednesday, November 18 1987.

The stories they told revealed a catalogue of incompetence, lack of preparation and sheer misfortune which shocked even those who had sat through the public inquiry into the Zeebrugge ferry disaster.

Mr Desmond Fennell (centre), flanked by the four assessors, as the hearings wound up

The definitive list of what went wrong will be determined by Mr Fennell. But it inclndes: a relief station manager from Harrow who had no specific knowledge of fire drills at Kings Cross; a delay in calling the fire brigade; the absence of staff supposed to be on duty; locked gates thet could have been used as an escape route; the inability of fire officers to find maps of the station; and failure to turn on the waterfogging (sprinkler) system.

The stories of witnesses revealed a catalogue of incompetence and sheer misfortune

The liaison officer between London Underground and the fire brigade told the inquiry he learned of the fire only in passing, during a telephone call about muggers; and s fireman said there was a delay in hosing the hlaze because Underground staff did not know where to find firefighting equipment.

More generally, it emerged that fires on London Underground – known as "smoulderings" – were so common that staff rarely even bothered to inform the fire brigade. The Underground's chief fire inspector said he had been warning for years that the system was in poor conditon but nobody had taken any nctice.

It also transpired thet there was no one in charge of safety at the station and some staff claimed they had been given only rudimentary safety training.

The complexity of the inquiry increased when Mr Fennell turned from the nightmare of the fire itself to look at its causes.

London Regional Transport, the state-owned parent company of London Underground, produced witnesses to snpport its suggestion that the fire might have been started by an arsonist, a theory it had still not finally abandoned yesterday.

LRT would be absolved of much of the blame for the fire if the inquiry were to conclude thet it was the work of a criminal but sightings of a mysterious "man in blue overalls" have been discounted by police and apparently by the inquiry.

A theory was also put forward by LRT to explain why the fire exploded into an unprecedented fireball which swept up an escalator shaft and into the ticket hall with a ferocity estimated to have generated temperatures of 600 degrees Centigrade.

The culprit, said LRT, was the special paint used to lina the escalator shaft, which they proceeded to remove from other stations as a matter of urgency.

That theory was virtually dismissed by Mr Fennell after protests from the maker of the paint. In a provisional judgment, Mr Fennell said it was "not a substantial cause" of the rapid growth of the fire.

In the end, the conclusion seems almost certain to be that the fire was started by smokers' materials dropped on the escalator. These smouldered among accnmulated dirt and grease before spreading to wooden side panelling.

Despite the length of the inquiry, no definitive explanation for the fireball has emerged, although the air currents in the Underground system may have played a part.

The conclusion seems almost certain to be that smokers' materials started the fire

For many of the witnesses, the inquiry has been almost as stressful as the night of the fire. Sir Keith Bright, chairman of LRT, protested that he was being wrongly accused of trying to wriggle out of responsibility for the fire. Mr Tony Ridley, chairman of London Underground, described his appearance as "six hours of gruelling cross-examination." Some of the senior fire brigade officers who gave evidence were visibly shocked at the tone of some of the questions.

Mr Fennell said be had no regrets about the conduct of the inquiry. "Inquiries like this are not a patball exercise," he said. "When 31 people have died, people are entitled to know that lessons will be learned, if any ought to be learned."

That is the key issue facing the inquiry. London Underground banned smoking throughout the system shortly after the fire and has since produced a list of 101 safety improvements described as "a wind of change" by Mr Lionel Read, QC, the authority's counsel.

They include spending more than £30m on fire prevention and replacement of combustible materials. But Mr Fennell will have to address the question of why these improvements were not made earlier.

He will also have to take into account London Underground's failure to act on the recommendations of previous inquiries, at least one of which called for the replacement of wooden escalators.

The other issues on which he will probably make recommendations include the role of the Railway Inspectorate, which relied heavily on the fire brigade for fire safety checks; the merits of drawing np a national action plan for dealing with future serious emergencies; and ways of improving liaison between the emergency services.

Mr Fennell will also want to consider the reduction of staffing on the Underground, including plans for a further 2,000 redundancies, and the longer-term difficulties caused by overcrowding.

LRT issued a strategy docnment this week which attempts to address some of these issues, including the provision of new lines to create extra capacity. But the future of the Underground is now probably out of the hands of its professional managers.

Mr Fennell's report will go to Mr Channon some time in the autumn and will be published shortly afterwards. It will follow a joint LRT/British Rail report on London's transport needs, expected next month.

Together, the two documents will present the Government with the opportunity for a radical shake-up of both organisations. It as an opportunity ministers will be under great pressure to take.

Almost £7bn deficit expected for 1989

BY PHILIP STEPHENS, ECONOMICS CORRESPONDENT

THE DEFICIT on the current account of Britain's balance of payments will continue to widen next year to reach nearly £7bn, according to the latest comparison of independent forecasts pnblished by the Treasury.

The consensus among the main economic forecasting groups – ranging from the European Commission and the National Institute of Economic and Social Research to a number of City economists – points to a further year of relatively strong economic growth. The projection is that output will expand hy 3.2 per cent in 1988 before slowing to a rate of 2.2 per cent next year.

Buoyant domestic demand and weakening exports will lead to a current-account deficit of £5.2bn this year, up from £1.7bn in 1987. In 1989, it should total £6.8bn, according to the average of the forecasters' projections.

Inflation should remain within the Treasnry's target of an annual rate of 4 per cent in the final quarter of this year, but it is then likely to accelerate to closer to 5 per cent by the end of 1989. Unemployment is forecast as remaining on a downward trend, bnt is unlikely to fall much below 2.4m by the end of 1989.

The strength of the economy is expected by most forecasters to ensure that the public sector's finances remain in healthy surplus in the current 1988-89 financial year. The consensus points to a surplus of £3bn, although the Treasury's separate review of City economists suggests £4.7bn.

FORECASTS FOR UK ECONOMY

(Independent Average)	1988	1989
GDP growth (%)	3.2	2.2
RPI inflation (4th qtr,(%)	3.8	4.7
Unemployment (4th qtr,mln)	2.4	2.4
Current account (£bn)	-5.2	-6.8
PSBR (financial year £bn)	-3.0	-1.9
Sterling index (4th qtr)	76.4	73.1

Source: HM Treasury

No poll tax for homeless

BY RICHARD EVANS

RESIDENTIAL community service volunteers and homeless people sleeping rough are to be given exemption from the community charge, or poll tax, following pressure on the Government in Parliament.

Amendments to the Local Government Finance Bill, which contains the poll tax legislation, were tabled in the Lords yesterday to implement the changes at report stage. They include a previous ministerial commitment to exempt remand prisoners and to widen the exemption for the severely mentally handicapped.

People staying in general purpose hostels, such as those run by the Salvation Army, in which most of the residents would be eligible for poll tax rebates, will pay only 20 per cent of the tax.

Lord Caithness, Environment Minister of State, said in a letter to Lord McIntosh, Opposition spokesman, that the exemption of voluntary care workers had been accepted becanse they received only a little pocket money in addition to their accommodation, for working full-time for good causes.

He added that there would be severe practical difficulties in attempting to register people who sleep rough and in trying to collect the community charge.

Drugs agreement 'close'

BY MICHAEL CASSELL

BRITAIN is close to reaching agreements with several countries that will enable the signatories to confiscate the assets of each other's drug traffickers, Mr Douglas Hurd, the Home Secretary, disclosed yesterday.

Mr Hurd, speaking in Bexleyheath, said the Government was working bard to negotiate a series of agreements under which the assets of drug dealers caught in one nation could be confiscated in another.

Treaties have already been signed with the US and Canada and the Government is close to final agreement with the Bahamas, Australia and Switzerland.

However, Mr Hurd emphasised that, in a world economy where millions of pounds could be moved between continents "at the flick of a computer switch," it was too easy for drug traffickers to deposit gains overseas.

There was a clear need to formulate a joint approach to the drugs issue within Europe and talks aimed at establishing a Europe Convention on confiscation had started.

First hearing in syndicate case against Lloyd's

By Eric Short

A PRELIMINARY hearing of the case where members of the Oakley Vaughan insurance syndicate are suing the Corporation of Lloyd's opened yesterday in the High Court.

The case centres on the official investigation made by Lloyd's into the affairs of the syndicate, which was completed in 1981.

The investigation led to the suspension of three Oakley Vaughan employees. However, the report on the investigations into the alleged irregularities has been kept confidential by Lloyd's.

The names face a bill of well over £20m to cover the syndicate losses, and 39 of the Names affected are taking legal action to force disclosure of the report, as a preliminary step in their action. They are claiming that the report should have alerted Lloyd's to irregularities and syndicate members should have been warned.

The case was adjourned after Mr Henry Brooke, the counsel for Lloyd's, had presented the initial defence on the grounds of privilege and that Lloyd's was seeking immunity on grounds of public interest.

The hearing is expected to be resumed towards the end of next month.

Hoare Govett to boost sales team

By Our Financial Staff

HOARE GOVETT, the City securities firm, is boosting its equity sales force, it announced yesterday. It is making seven junior salesmen redundant but is hiring seven salesmen from other firms, with job offers out to four more.

The new salesmen come from Pru-Bache, including Mr Simon Clegg, head of sales, and three from Vivian Gray. Mr Bob Cowell, managing director of Hoare Govett Securities, said that commission revenues were running below budget but market-making profits were ahead.

Flammable foam ban likely soon

BY ALICE RAWSTHORN

THE GOVERNMENT is considering an amendment to its new regulations on furniture flammability making it illegal to produce furniture filled with old types of foam from October.

Initially, the Government had intended to ban the sale of furniture filled with old polyurethane foam from next March. Instead, it may ban manufacturers from filling furniture with polyurethane foam from October 1 onwards.

That follows representations made by the furniture retailers, who say they need more time to clear their stocks of old furniture. The British Furniture Manufacturers' Federation says that its members, almost all of whom already use the new foam, would be able to meet an October deadline.

In January, the Government announced tighter controls on the foam fillings and fabrics used in upholstery after a series of deaths in house fires.

Details of the foam specifications hava already been announced. Next week, Mr John Butcher, Minister for Consumer Affairs, is expected to make a statement to the House of Commons announcing the rules for fabrics, possibly including an amendment to the regulations on foam.

It is thought that the new fabric regulations will stipulate that fabrics must pass the "match test" from March 1990. However, the Government is considering introducing less stringent regulations for the speciality furniture fabrics, such as silk, used in more expensive upholstered furniture in response to a lobby from the fabric houses.

Those companies, which import and wholesale fabrics, say it will not be possible to treat many of the speciality fabrics to comply with the "match test."

As a result, the Government may permit use of those speciality fabrics which cannot be treated, provided they carry a warning label and are used with a fire-resistant interlining fabric.

Rescue hope for Sunderland shipyard

BY KEVIN BROWN, TRANSPORT CORRESPONDENT

THE DESIGNER of a series of ferries being built by British Shipbuilders' Sunderland subsidiary is among the groups talking to the Government over the sale of the company, it emerged yesterday.

North East Shiphuilders (NESL) which operates two Sunderland yards, was put np for sale by the Government after buyers emerged for British Shipbuilders' three other main businesses.

The future of the company appeared bleak after the collapse of an order for 24 small ferries designed for Danish owners by Mr Peter Zaachi.

The contract is the subject of legal discussions between British Shipbuildars and Mr Henrik Johansen, the Danish businessman whose companies placed the orders. NESL is continuing to build the ferries, with the aim of selling them on the open market if no agreement is reached.

Mr Zaachi, who lives in Sunderland, is understood to be acting for a group of Danish businessmen, thought to he unconnected with Mr Johansen. He said the group hoped to make preliminary proposals within two weeks and was optimistic about a deal.

Mr Bill Scott, managing director of NESL, said there had been no bids for the yard, but he was hopeful that the business could be saved.

Sales of videos 'will double and exceed rentals'

By Raymond Snoddy

ONE OF Britain's leading video companies predicted yesterday that sales of video films would nearly double this year and might become more important than the video rental market within several years.

Mr David Rozalla, managing director of Warner Home Video, which claims leadership in the video rental market with a 21.6 per cent share, said he expected sales of videos to take off.

The video rental market is expected to grow by 20 per cent this year and be worth a total of £500m. Between 10m and 12m videos, mainly cheap films, were sold last year.

Mr Rozalla said ha expected 20m to be sold this year worth £160m and that the upward trend would continue. His company believed consumers would collect videos as they collected books, records and compact discs.

He was speaking at a launching by Warner of 90 videos called Tha Collectables. The videos, most of which will cost £9.99, will be distributed hy a company called Hollywood Nites, part of the Parkfield Group.

Warner recently acquired 300 titles from the Weintrauh organisation, purchasers of the old Thorn EMI film library.

Capel to advise on sell-off

BY MAURICE SAMUELSON

JAMES CAPEL is to advise the Government on selling the electricity industry in England and Wales.

The privatisation, £20bn to £30bn, will be the biggest as well as the most complicated operation in the Government's rolling programme of state asset sales.

It will take place in three stages, beginning with the flotation of the 12 area distribution companies for which Capel has also been appointed lead stockbroker.

Warburg Securities will also act as brokers to this offer, due to take place in the first half of 1990. Lloyds Bank will advise on registration of share applications.

To facilitate privatisation of the 12 companies simultaneously, it is expected that the sale will take the form of a single "exploding" share, which would be converted into individual company shares after a given period.

Capel was selected as overall *stockbroking adviser and lead* broker for the first stage from a group of competitors including Cazenove, Hoare Govett and Warburg Securities.

Cazenove, the City's leading corporate stockbroker, is said to have been passed over because of Government displeasure at its role in Guinness's ill-starred bid for Distillers.

Maurice Samuelson on Robert Malpas's plans for privatised electricity

Chemical chief in the seat of power

MORE THAN 20 years after helping to establish Britain's petrochemical industry, Mr Robert Malpas is rehearsing for his biggest pioneering role: as a lead actor in the privatisation of the UK's electricity industry.

After holding senior posts at ICI, British Petroleum and in a US chemicals company, he is chairman-designate of "G2," one of the two as yet unnamed generating companies to be carved from the Central Electricity Generating Board.

He is chairman of BP Chemicals and one of BP's seven group managing directors. He is to assume his new job in mid-1989, when he leaves BP at the age of 61.

Barring hitches in the legislation timetable, the company will be floated in 1990 or 1991. However, Mr Malpas is already focusing on the tasks ahead. As a newcomer, he seeks to avoid detailed pronouncements about the industry but his strong views on energy in general are a pointer to his thinking on electricity.

After his years as a large energy purchaser at ICI and BP, he identifies with manufacturing industry's demand for cheaper power and sees improving the electricity industry's performance as "an industrial challenge at the heart of British industry."

Although he acknowledges CEGB's improvements in efficiency, he says its 2.75 per cent real return on assets has been far too low for such an industry. He believes there is scope for it to be substantially improved: the industry itself already talks of 7 or 8 per cent after privatisation.

Robert Malpas: Cheaper coal is vital

Mr Malpas is therefore no less serious than Lord Marshall, chairman of CEGB, in threatening to import coal if British coal fails to raduce its costs fast enough. He sees much cheaper coal as a vital component of that improvement even if it has to be secnred hy replacing British deliveries with cheaper imports.

Mr Malpas has known Sir Robert Haslam, British Coal's chairman, since they both worked at ICI. But there will be straight talking when they meet next month to start discussing G2's future coal purchases.

Although there will be no nuclear power stations under Mr Malpas's authority, he describes himself as "pro nuclear" and is seeking assurances that his company would not be debarred from exploring nuclear options should it eventually wish to do so.

Meanwhile, Mr Malpas, like the CEGB's present management, strongly favours greater use of natural gas in electricity generation through high-efficiency technologies such as combined cycle sets, in which the waste gases are used to power a second turbine.

In the longer term, he points to the possibility of siting power stations on remote gasfields, once superconductive cables become available for transmitting power over long distances.

As a BP man, he also points to the large deposits of heavy oils and tars that ramain to be exploited on a large scale. They include huge reserves of bitumen discovered in Venezuela's Orinoco basin and in Canada.

On the prospects for greater imports of French alectricity through sea-bed cables – for which there is already 2,000 MW of transmission capacity – he is not as negative as Lord Marshall, who recently said: "Not in my lifetime."

Instead, he stipulates that any increase in trade must be in both directions, presumably to ensure that the cost of installing any new capacity would be borne by the French as well the British.

Mr Malpas, a director of Eurotunnel, the Channel tunnel company, is well placed to examine the prospects for passing a high-voltage cable link through the Chunnel's service shaft without tha cost of laying it in the sea bed.

Meanwhile, with his future chief executive, CEGB operations director Mr Ed Wallis, he is impatient to begin planning how their new company should look in five years' time and to choose its name well before its birth.

Mr Malpas sees the electricity sell-off as part of Europe-wide moves to cut the share of gross national product held by governments. "While it is only 30 per cent in the US and Japan, we in western Europe are still struggling to get below 55 per cent," he says.

Apart from the nuclear stations, which will all be transferred to Lord Marshall's "Big G" company, the two generators will be quite well matched in terms of coal and oil-fired plant. Big G will have 25 gigaWatts of coal and oil-fired stations. Bnt Mr Malpas's company, with 15 gigaWatts, will still be one of the biggest generating companies in the non-communist world.

Tha Government will soon announce shortly how these power stations have been divided between the two companies. Mr Malpas says he is satisfied with the likely outcome.

It has been designed to equalise their competitiveness, which will then be tested on several fronts – in operational efficiency, in fuel procurement and electricity sales, and investment strategy and performance.

City technology college plans no-strike clause

BY DAVID THOMAS, EDUCATION CORRESPONDENT

BRITAIN'S first no-strike and possibly union-free school in the state sector should open next year if a City Technology College's plans succeed.

The Nottingham CTC, which will be the second of a revolutionary type of secondary school aimed at pupils with a bent for science and technology, is planning to write a no-strike clause into teachers' contracts.

No state school has a no-strike deal at present, but the Professional Association of Teachers (PAT), whose 43,000 members refuse to go on strike, is understood to be talking to several local authorities about the idea.

CTCs, which are being established with strong involvement from business, are independent of local authorities, but non-fee paying, with their running costs being met by the Department of Education and Science.

The first one is due to open in Solihull, near Birmingham this September. The Birmingham CTC will pay its teachers about 5 per cent more than normal rates, will expect them to work longer hours and may have a performance-related pay scheme, but it is not trying to exclude traditional teaching unions.

Mr John Ramsden, project director of the Nottingham CTC due to open in 1989, said taking strike action was incompatible with being a professional.

Mr Ramsden, who has a background in industry, said the Nottingham CTC would be providing conditions of service as good as any in the unionised sector. "The staff won't need unions to protect them," he added.

Once it had finalised its business plan, the CTC would probably be able to pay its teachers about 5-7 per cent more than national rates. It is also likely to introdnce a performance-related pay scheme.

Although the Nottingham CTC saw no need for unions, it would not try to stop its teachers being members of unions, provided they agree not to strike, Mr Ramsden said. He added that PAT's attitudes in particular seemed similar to those of the CTC.

Dr David Jones, PAT deputy general secretary, said the association would be willing to offer no-strike deals to any school, whatever its status, though it would not want to bar members of other teaching unions provided they accepted the no-strike clause.

The National Union of Teachers said yesterday it would seek clarification from the Nottingham CTC. The union, which has already advised its members to be careful of CTC contracts, said it believed that a no-strike clause in an employment contract had no legal standing.

TV agreement threatened

BY JOHN GAPPER

THE ASSOCIATION of Cinematograph, Television and Allied Technicians is likely to withdraw from its national agreement with independent television companies rather than accept a reduced "core" deal, it said yesterday.

Mr Alan Sapper, ACTT general secretary, said the union would prefer to enter local pay bargaining with the 16 ITV companies involved than sign a "rather dodgy" new national agreement.

The issue is to be discussed at a meeting of the ACTT's ITV division on Monday, but if it does withdraw from the agreement the move could seriously weaken national arrangements.

The three other ITV staff unions – the Beta studio and clerical staff union, the EETPU electricians' union and the National Union of Journalists – are moving towards signing reduced core deals.

However, Mr Sapper said he did not believe the principle of core deals – that basic pay and conditions would be protected nationally while companies would he free to vary other clauses locally – would prevent companies undermining them.

He said he believed the union's shops (branches) would be able to negotiate better deals locally than were available nationally.

Nursing body rejects electricians' union plan

By John Gapper, Labour Staff

THE RULING council of the Royal College of Nursing, the largest non-TUC union, yesterday rejected an approach from the EETPU electricians' union to form an alternative union grouping outside the TUC.

Mr Trevor Clay, RCN general secretary, said the union had "no intention of exploring organisational links whether formal or informal, in a federation or by affiliation, with a wider trade union grouping."

Mr Clay also drew a distinction between the RCN's policy of not supporting industrial action by its members and the EETPU's policy of signing no-strike deals.

He said: "Our policy is not something we negotiate upon with employers . . . It is a position of principla which takes account of the realities of the relationship between patient and nurse."

The support of the RCN, which now has 271,000 members, would have added credence to an alternative trade union grouping if the EETPU is expelled from the TUC, although the rejection of the approach had been expected.

Mr Clay has been concerned to retain the RCN's image of independence from traditional unions, which he believes has helped it win members.

However, the RCN is concerned to keep good relations with the TUC-affiliated health unions Cohse and Nupe, and is wary of being drawn into any grouping based around manufacturing sector unions.

Mr Eric Hammond, EETPU general secretary, has recently denied that the EETPU is interested in an alternative centre, but the union has held discussions with tha Professional Association of Teachers.

● Dr James McFarlane, director-general of the Engineering Employers' Federation, yesterday told the EETPU's engineering industrial conference in Scarborough that other unions were changing only "grudgingly and slowly."

Dr McFarlane again called for unions to accept greater flexibility within existing plants, rather than only on greenfield sites at which they had signed single-union deals.

John Gapper assesses a scathing attack on the DHSS

Rebuke for uncivil servants

THE THUD of reports on the future of the civil service hitting Whitehall in-trays is becoming an ominous sound for civil servants. After the Mueller report and the Ibhs report comes the Moodie report; when will it all end?

Not while the service is the same shape, and employs its workers the same way seems to be the answer. Ms Margaret Moodie's blast at the Department of Health and Social Security is only the latest in a series that promises to run and run.

Arguably, it only builds on the ideas expressed in the previous two reports – the Sir Robin Ibbs' proposals for 10 agencies to be hived off from the service, allowing managers greater local control, and Dame Anne Mueller's variety of ideas on pay flexibility.

But in the fierceness of its criticism of social security office service - "in some places it is absolutely unacceptable" - and its conclusion that large sections should be hived off and others moved out of London, it is remarkable.

Among the Business of Service report recommendations, and those in the twin study Out of Town, are:

● The hiving off of benefit offices and computer centres dealing with pensions and supplementary benefits, along with their 70,000 civil servants as a semi-autonomous agency.

● Tha moving of abont 2,000 headquarters staff out of London to cut costs and ease recruitment and retention problems.

TWO DEPARTMENT of Health and Social Security reports detailing low staff morale and inadequate service in DHSS offices and calling for the service to be hived off as a semi-independent agency were criticised by unions yesterday.

The National Union of Civil and Public Servants said proposals in the reports presented to Mr John Moore, Social Services Secretary, including a call for abont 2,000 DHSS staff to be moved out of London, would be damaging.

Ms Tess Gill, NUCPS secretary, said the processing of claims in "distant clerical factories" would make the service even less efficiant. Hiving the service off would make it less accountable to Parliament.

● A new form of modular training for staff leading to a social security work qualification.
● Performance-related pay, or a complete pay restructuring.
● A national definition of good service with performance measures for each component part.

There is also a gibe about the readiness to take industrial action "sitting oddly" with professed concern for customers.

The irony of the report, prepared by a team headed by Ms Moodie, an assistant secretary at the DHSS, is that it comes to these conclusions after reporting evidence that would not look out of place in a trade union study.

For example: "Everywhere our staff are reporting great pressure in their work, far greater than other groups of employees."

It concludes a section on DHSS recruitment problems in the south-east and south-west with a passage sympathetic to the harassed counter clerk:

"The consequences are low levels of experience and knowledge, which produce low productivity, which produces poor performance, which generates more callers and enquiries, which disrupt the flow of work . . . and so on in a vicious spiral."

The problem for the unions – which came out strongly against the Mueller report and more cautiously against the Ibbs report – is that Ms Moodie only flirts with the idea of increasing pay.

The report recommends only that the DHSS "monitors very carefully" the effect of the new local pay supplements of up to £600. It suggests that an entirely new environment will help boost morale and cut wastage.

Perhaps the most dispiriting result for the unions is that their own claims about low morale and inadequate pay have been taken up and used to support an unpalatable conclusion.

The conclusion is one, however, that fits neatly with ideas emerging from the Treasury of agencies acting as test-beds for new ways of employing and retaining staff. The next report in the series is unlikely to dissent from the growing – and, for unions, depressing – consensus.

Post staff accept two pay deals

BY MICHAEL SMITH, LABOUR STAFF

POST OFFICE workers have voted to accept pay deals which for the first tima break the pattern of a single corporate-wide settlement.

The Union of Communications Workers said yesterday that its 165,000 members working in the Post Office had approved two deals, one for uniform grades, the other for counter clerks and clericals.

For the 140,000 members in uniform grades, the deal covers 18 months. This and the complexity of the overall package is helping both the management and the union to claim they have driven a hard bargain.

The Post Office says the two-deal package will put just 5.5 per cent on its annual paybill. However, the UCW says the deal is one of the best achieved in the public sector this year.

The uniform grades agreement is worth more than 10 per cent over 18 months and 6.8 per cent on an annual basis, it says.

Over the 18 months the pay of postmen will rise by £12 or 10.1 per cent to £131.03 for a 41.5 hour week.

Lower paid staff will receive proportionately more – through rises of between 15 per cent and 24 per cent, with the biggest increase going to 17-year-olds in the lowest catering grades.

The deal for counter clerks and clerical staff is for one year only and is worth £6 or 5 per cent. It was accepted by a seven to one majority whereas the uniform grades voted acceptance by only two to one.

The Post Office said the negotiation of two deals recognises the different prohlems faced by separate areas of the service. Although the UCW resisted the move, it claimed the overall package was second only to the electricity workers in the public sector and recommended it to members.

Mr Alan Tuffin, UCW general Secretary, said he was delighted with the outcome but warned that more needed to be done to bring about an improvement in industrial relations in the Post Office.

Restructuring John Mowlem

JOHN MOWLEM AND COMPANY has restructured its construction management subsidiary Mowlem Management into divisions. Each division will be an autonomous husiness unit with its own booard reporting to the board of Mowlem Management.

The regional division is based on offices at Manchester, Bristol and Leeds. Mr Ian Grice is divisional chairman, Mr Jim Barrack, divisional managing director and Mr Raymond Payne, Mr Laurie Tansley, Mr George Marsden and Mr David Jackson are divisional directors.

Two further divisions have been fromed with Mr Grice as chairman and managing director of both boards. The first will be known as London major works-eastern division and be based in St. James's, London. The board will he Mr Herh Naheplet, a director of Mowlem Management, Mr Bernard Saunders, Mr Bernard Darwin and Mr Ian Gunter, who are appointed divisional directors. The second division is called London major works-western and based in Brentford. The board will be Mr Payne, Mr David Pertwee, Mr Tery Worster, Mr Alan Biggs and Mr Ian Gunter.

★

SWIFT has made Mr Ron Shipp menaging director of Swift Motorhomes. He was formerly sales director.

★

Mr Norman Finn has become managing director of SARO PRODUCTS, a Hawker Siddeley company.

★

Mr Gny de Selliers has heen appointed to the hoard of OCEONICS GROUP. He is a senior vice president of Shearson Lehman Hutton Inc in New York specialising in corporate coverage of industrial accounts in Canada.

★

UK CORRUGATED has appointed Mr Patrick Barrett its chief executive from July 4. He was formerly with Metal Box and Continental Can, and has been a main board director with the TI Group.

★

BET SECURITY SERVICES, a subsidiary of BET, has restructured the board of Shorrock, its core security services company. Dr Stanley Shorrock, founder and chairman of Shorrock, is stepping down from the day-to-day management of the company for health reasons. He becomes president and remains as e non-executive director. The new Shorrock chairman is Mr John Allan (chairman of BET Building Services and a main board director of BET). Mr David Best, formerly joint managing director of Shorrock, becomes deputy chairman. Mr Chris Cambers is made managing director with responsibility for operations and development.Mr Clive Hayton has been appointed marketing director.

BET Security Services has also elected Mr Wayne Bradley, a director, as chairman of two newly-acquired companies. Mr Bradley, who joined BET in 1986 from Hillsdown Holdings, becomes chairman of Unit Security, a manned guarding company acquired in May, and chairman of Alarmplan-Existalite, a fire protection systems and emergency lighting operation acquired earlier this month.

The company's American subsidiary – Shorrock Electronic Systems Inc – has appointed Mr Steve Fervida, former chief operating officer of Pinkertons, as its chief executive.

★

Mr Richard Wilkinson has joined PEAT MARWICK McLINTOCK as associate responsible for actuarial consulting services to the life assurance industry. Ha comes from Reliance Mutual where as general manager for finance and investment he was responsible for all aspects of financial control.

★

Mr Peter Hallam has been appointed managing director of WILLIAMS LEA SECURITY, the security printing arm of the Williams Lea Group.

★

Mr Peter Baker has been appointed managing director of BOVIS HOMES south west region, following the retirement of the former managing director Mr Kevin Davis. Mr Baker was sales and marketing director for Bovis Homes south west region.

★

TADPOLE TECHNOLOGY has appointed Mr Len Rawle to the board as a non-executive director. He was chairman of Unilever Computer Services for 13 years and a senior management consultant at Unilever.

★

Mr Harry Strage, a director of McKinsey & Co, is to be the first chairman of the NEDC's food and drink manufacturing sector group.

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4 P4BY
Telegrams: Finantimo, London PS4. Telex: 8954871
Telephone: 01-248 8000

Saturday June 25 1988

Complacency in Toronto

WHAT IS surprising about the Toronto summit is that the leaders have not yet learned that the less they boast of their success in macroeconomic co-operation, tha more likely it is to *continue*. The peculiarity of exchange rate management, in particular, is that it succeeds when thought to be in danger of *failing* and *fails* when thought most likely to succeed. Some credibility is necessary; too much is counterproductive.

Unfortunately, the summit did not give much else to boast about. The representatives of the European *community could*, it is true, congratulate themselves on thwarting the American plot to terminate Europe's inalienable right to waste its money in agriculture. EC representatives were encouraged, perhaps, by fairy stories in which divine intervention rescues simpletons from the consequences of their folly, in the case of the Common Agricultural Policy at the moment through the US drought (and a stronger dollar). However pleasant these thoughts may be, they could hardly be the basis of more general self-congratulation.

Poorest countries

In tbe end, though welcome and needed, the agreement on debt of tha poorest countries was flawed, partly because tbe US found itself unable to agree to more tban the lengthening of maturities, a restriction that is going to make equal "burden-sharing" impossible.

Meanwhile, despite noises from Japan, the summit endorsed the case-by-case approach to the debt of the middle income countries. It is understandable that the US, the *world's most notable debtor*, does not wish to appear sympathetic to other profligates, even if this means painful bilateral negotiations for the indefinite future.

With little concrete to show for itself, the summit was notable as the valedictory of President Reagan, a man who has dominated the economic events of the 1980s, both for good and for ill. His policies were at the *root of the continuing* economic expansion; they were also the source not only of the debt crisis of the early 1980s (because of the high real interest rates consequent on the mixture of tight money and large US fiscal deficits) but of the "global imbalances" of today.

What can be said of the global economic co-ordination designed to pick up President *Reagan's* pieces? The summit added two commodity indicators to the basket of indicators for macroeconomic coordination, but these are likely to prove of little importance, in practice. The key element was the repetition of the G7 pledge on exchange rate management of last December.

The paradox of success is that it now threatens failure. The fundamental problem is that one *cannot simultaneously* secure targets for the balance of payments, the exchange rate and domestic demand with one *instrument, monetary policy. In* particular, it is possible to have higher rates of interest in countries with weaker balance of payments positions and higher rates of inflation only if financial markets believe there is a good prospect of depreciation. The desired combination of exchange rate stability and significant interest rate differentials is only possible when exchange rate stability is not credible.

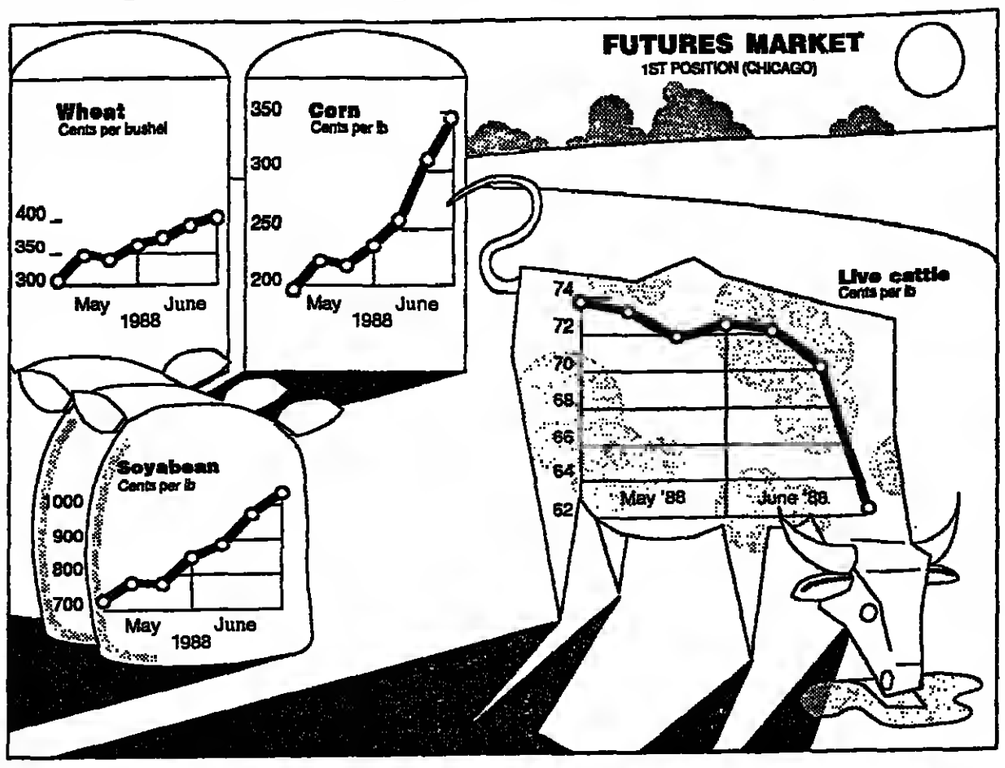
Recently markets have come to believe that the dollar has stabilised, but interest rate differentials make this a self-denying prophecy, since tbe attractive short term rates of interest in the US encourage movement into the dollar, so forcing up the exchange rate. The upward pressure on the dollar than encourages a tightening of monetary policy in the surplus countries and a loosening of monetary policy in the US. Looser US monetary policy will stimulate demand and so reawakan inflationary fears, leading perhaps to higher long-term rates of interest, with worrying implications for the stock market. All this would be to repeat painful experiences of 1987.

Dollar's strength

The *danger is revealed* in tha strength of the dollar and the tightening of German monetary policy, with no small possibility of a tightening of Japanese policy to follow. These dilemmas are inescapable. The best short-term counter to the unwanted strengthening of the dollar would be for Japan and Germany to sell some of the dollars they accumulated last year. More generally, quite contrary to the summit declaration, finance ministers would be wise not to rule out a depreciation in the dollar at least as large as the interest rate differentials which, for both domestic and international reasons, they hope to maintain.

So, beware summitteers offering the gift of exchange rate stability. If they have achieved that goal despite expectations to the contrary, they are quite likely to be unable to maintain their success because of expectations in their favour. Further surprises, both pleasant and unpleasant, are not merely likely in the normal course of events. They are inherent in the present concept of global macroeconomic co-operation.

Deborah Hargreaves reports from Chicago on the effects of the drought in America's Midwest



The bread-basket prays for rain

"SHOULDER-HIGH by the fourth of July," proclaims Mr Ralph Winkler, quoting a traditional farming rule of thumb as he stands in a maize field where the crop has yet to pass his knees. The maize that slopes away behind his farm in western Illinois is still a healthy-looking green, but as a heat haze shimmers across the rolling acres, the plants' leaves have curled into tight spikes to protect the core from the relentless midday sun. "It can't take much more of this rolling," he groans sadly, "It's so busy protecting itself it has no time to grow."

Mr Winkler's maize has been stunted to half its normal size by a drought that has held the Midwest in its scorching grip for over a month. Patches of his crop are already dry and withered. But the phlegmatic farmer considers himself lucky: at least his maize and soyabeans have have germinated. When he started his planting season, he was already nine inches short of moisture after a dry 1987. This left residues of last year's chemicals on his land, now helping to kill this year's crops.

Rainfall in much of the Midwest has been as little as 30-40 per cent of a normal year as temperatures have soared above 100 degrees Fahrenheit in the worst drought since 1934. The mercury in Chicago has shot up to 104 degrees – only one degree short of the city's all-time record back in 1936.

It is not just the Midwest that is *sweating through record June temperatures*. A belt of high pressure is squatting over much of the nation, desiccating pastures and crops from Montana to Iowa, sending Chicago's commodity markets into orbit and endangering the tentative recovery of the US farm economy.

The Department of Agriculture says the drought is mainly due to a splitting of the jet stream that runs across North America, forcing cooler stormy conditions up into northern Canada, 600 miles north of where they would be in a normal year. This is a little-understood *phenomenon that can occur at any* place in the world, according to Mr Norton Strommen, director of the department's weather service. It was *also responsible for a similar drought* in the UK in 1976. He said the build-up of carbon dioxide in the atmosphere – known as the "greenhouse effect" – might have exacerbated the drought, but had not caused it.

In the worst-hit areas of the Pacific Northwest, where farmers have been labouring without rain for most of the year, many have already given up on this year's crop. In Montana, North and South Dakota the wheat harvest is expected to be a fifth of its normal size and crop damage has been estimated at over $2bn. These states are experienc*ing their worst conditions since* tha 1934 dust bowl blew away much of their topsoil. Livestock ranchers are being forced to sell their entire breeding herds for lack of pasture to graze them.

Grain transport has been held up on the Mississippi river where water levels have dropped to record lows. Some 30m bushels of maize – a week's worth of exports from New Orleans – is languishing just outside Memphis where *1,200 barges are stuck on a sandbank*. The river's deep channel has shrunk to half its normal width.

Although the early drought has set fire to commodity prices on Chicago's futures exchanges, it will hit farmers' wallets in a year when the farm economy looked like finally struggling out of the pit it has been in for 10 years.

It could not be a better political year for a drought, however. With the elections *coming* up in November, no-one has been slow to shower the farmers with sympathy. George Bush, who has been named to advise President Reagan's own drought task force, has appeared on national television fingering withered maize plants in Springfield, Illinois. The Rev Jesse Jackson has been praying for rain in western Illinois and a Congressional drought assistance taskforce has toured Montana and the Dakotas.

In a bid to help farmers in dire straits, the Agriculture Department is extending *low interest loans to farmers* who need to buy emergency feed for cattle after losing 40 per cent of their own crop. However, the Congressional drought task force, jointly chaired by Sen Patrick Leahy and Rep "Kika" de La Garza, has been critical of the Administration's tardiness in applying this measure and is calling for farmers to receive stock from the Government's own surplus.

Those stockpiles are dwindling as a result of cutbacks in agricultural production and an aggressive export drive. In fact, the Government's wheat stocks, at 272m bushels, are approaching their lowest level since 1976, when the world believed it was close to a food shortage. In fear for this year's US wheat crop, which some estimates have put at 40 per cent below normal, Mr Richard Lyng, the Secretary of Agriculture, has *tried to slow the erosion of the wheat* stockpile by curtailing export subsidies on grain. Officials say, however, that they will not resort to export embargoes.

Maize is in better supply. Although stocks are falling rapidly, the Government still has 1.4bn bushels, close to eight months' supply. It would take a complete failure of the maize crop to consume that stockpile and that has never happened before. Nevertheless, maize growers are estimating that crop damage so far will cut yields to 90 bushels per acre from their normal level of 120 bushels an acre. For each day of continued blistering heat, yields will drop three to five per cent.

Mr Winkler says he needs above normal rainfall levels of 1½ inches per week for the next six to eight weeks if he still wants to produce a decent maize crop. That moisture level will still not replenish his reserves of subsoil water, which look like running out as *his plants* enter a critical stage in the next two to three weeks.

The drought has astonished veterans of Chicago's futures pits, where agricultural commodities are sold for delivery in several months' time. With a roar and flurry of flailing hands, traders at the Chicago Board of Trade have pushed grain futures prices to their upper price limits within minutes of the opening bell on many scorching days in a row. The markets have often remained locked at their upper limit for the rest of the day – an unprecedented move in these volatile contracts. "This is history we're *making*," one trader cries before disappearing in a mêlée of sweating bodies.

Soyabean prices have doubled in the last nine months to trade just below $11 a bushel and look set to be well on their way towards $12.90 – a high point which the market briefly touched in 1973. Maize futures have approached their $4-per-bushel historical high.

The US Department of Agriculture has already revised its forecast for food inflation to 3-5 per cent this year from a previous estimate of 2-4 per cent. The Commodity Research Bureau's index of 21 commodity prices – a key inflation indicator – has been boosted 20 points over the last month by rising grain and metals prices to a level of 268 from a 1967 base of 100. The index has been rising almost as fast as it did in 1973-74 when it responded to booming oil and farm prices.

Price rises are expected to be greatest for foods such as pasta, which are made from durum wheat, and oats-based foods. Both of these crops are concentrated in the Dakotas where the wheat crop is expected to be extremely poor and where oats have been devastated.

However, raw cereal prices compose a small part of the retail price of pro*cessed foods. Mr Bob Wisner, an econo*mist at Iowa State University, calculates that on a 1lb box of cornflakes, the price would have to be raised by less than 1 cent to take in the current boost in maize prices.

Far more significant for the inflation rate are changes in the price of meat. While several fast food companies have already announced price rises, attributing them to the drought, the price of cattle has actually gone down in recent weeks as farmers are forced to sell livestock they cannot support on parched pastures. In livestock barns across the Dakotas, the price of cattle has been dropping each week by as much as $100 per cow.

While cattle and pig prices are dropping now, the early cull will have a knock-on effect later next year and in 1990, when these animals will be miss*ing from the slaughter chain*. Many farmers are selling their entire foundation stock – a move that could lead to shortages of meat in years to come since it takes several years to rebuild a cattle herd and about a year for pigs. Chicken prices are already reflecting the higher costs of maize in the birds' feed, and cash prices for roasting chicken are up 30 per cent from their levels a year ago.

While the meat cycle takes a longer tima to get going again, the current surge in commodity prices is likely to prompt farmers to increase crop production next year. With 78m acres of idle cropland – an area the size of all farmland in France and Spain – the US has huge capacity to raise output. Mr Lyng has already announced that wheat set-aside land will be reduced from one third of the available cropland to 10 per cent next year

The US Government's budget could end up being one of the few winners to come out of the drought, as climbing commodity prices cut the Department of Agriculture's bill for farm subsidy pay-outs. These "*deficiency*" payments mark the difference between world prices and higher "target" prices set by Congress. As free market prices rise to approach "target" prices, government payments – set to reach over $11bn this year – drop off. The Agriculture Department saves *around* $50m for every one-cent rise in the price of maize and $20m for each cent advance in wheat.

Part of the savings on subsidy payments will be paid out in drought relief and in crop insurance schemes, but some estimates have put federal savings at around $5bn. Farmers who have already received part of their deficiency payments – some $4.3bn has been paid out – fear they will have to borrow further in order to pay them back since world prices have risen. The drought task force set up by Congress has called on the Government to waive these payments.

Many farmers had been counting on good earnings this year to help bounce back after their problems of the last decade. With commodity prices surging and farmers' income reaching a healthy $57bn last year, a good 1988 would have kept many in business. The effects of the drought are expected to push many marginal farmers under.

"The drought has really caught us," explains Mr Harry Isler, who counsels farmers in Bismark, North Dakota. "When we were helping with farm planning last Spring, *conditions looked* good, so we restructured some loans and counted on higher income to get some of these farmers back to a viable operation." Now those same farmers are calling to say they will not be making the higher income figures, he says, although the full effects will not be felt until autumn when many payments are due. Livestock farmers, who have been forced to sell their breeding cows will be hardest hit; they will have to make huge capital outlays if they want to get back into the business.

Tha drought is likely to endanger the fragile rebound made by farm machinery sales this year. After falling consistently throughout the 1980s, tractor sales were up 12 per cent in the first five months of 1988 and twice as many combine harvesters were sold by May than in the same period last year.

If combines had continued selling at the same rate, sales would have reached 4,500 units this year, a far cry from the 33,000 vehicles sold in 1981, but a lot healthier than last year. However, in the last few weeks, farmers have started to back off from new equipment purchases and dealers have stopped placing orders with factories. "There's no point in buying a combine if you don't have a crop to harvest," says Mr John Lien, director of tha heavy equipment division of the US Commerce Department.

The drought could also jeopardise the federal government's chances of containing losses at the Farm Credit System – a system of banks that serve farmers. For the first time since the system's inception in the Depression, one of its banks was closed in May. The Jackson Federal Land Bank which served Mississippi, Alabama and Louisiana was placed into receivership after losing some $44m last year.

The drought has sparked a flurry of meetings by concerned politicians across the US, but legislation can do little without a good long downpour. What most rural economies are doing is bolding their breath and hoping for rain. Sen Patrick Leahy sums it up: "We know we need a downpour of rain; we do not need a downpour of legislation."

Meanwhile, Mr Winkler watches the sky anxiously in western Illinois, where thunderclouds promisingly circle his house but fail to drop any rain. "I can't understand it," he says, scratching his head, "it rained down the road."

Man in the News

Charles Hambro

A banker who sells cigars, insurance and houses

By David Lascelles

A PUBLIC survey once showed that Hambros was the best known merchant banking nama in the UK. And anyone who meets Charles Hambro, the chairman, would probably find be fits the popular image of a merchant banker to a tee. He is tall, gentlemanly and slightly shy, he wears the regulation pin stripes, and he greets visitors to Hambros headquarters in Bishopsgate amid just *the sort of panelled surroundings* merchant banks have in films.

Most weekends he goes down to his 800-acre farm in Gloucestershire which he inherited as the scion of a dynasty which goes back nearly 150 years when Danish merchants of German Jewish origin settled in London and founded their bank. (The name was originally Hamburger).

But appearances, in this case, are rather deceptive. Hambros, these days, is one of the least typical of the City's merchant *banks*. In *fact* it is hardly a merchant bank at all.

The annual results Mr Hambro announced this week showed *that more than half its profits* come from highly un-merchant banklike activities: chiefly estate agency, and things like insurance broking, fraud prevention and even cigar importing. And that means that Hambros bank has been able to cash in on Britain's housing boom while cushioning itself from the shocks which have hit the banking and securities markets. Unlike most other merchant banks, Hambros took a wary view of the Big Bang and only bought 30 per cent of a *small stockbroker*.

But if the Hambros strategy is looking good, it was not always thus. In the 1970's Hambros seemed to be losing its way, suffering, people said, from too much inbreeding. There were severe loan losses. Then three years ago, the family split. Half of them sold out and went off to found a new Hambros merchant bank, but *Charles Hambro stayed* on. "I felt this was the substance of the business," he says.

But despite its decline (after the last war it was the City's dominant merchant bank), Hambros had a knack for spotting *winners. Back* in the 1950s it backed a small life insurance company which eventually grew into Hambro Life, one of the largest and most successful in its field. Four years ago, Hambros sold it for a huge profit which more than paid for its mistakes. That same knack seems to be paying off in its foray into estate agency where it now owns one of the UK's largest agency chains, Hambro Countrywide.

Charles Hambro is not the sort who explains his bank strategy with business school-like precision. It tends to come out in a series of thoughts and asides.

The reason Hambros did not take the plunge into Big Bang was quite simple, he says. "We had never been involved in stockbroking and market-making, and we didn't know anything about it. Besides, we didn't think we had enough capital. We reckoned we'd need £1bn at the time, and we just hadn't got it."

The impulse to branch out into life insurance and estate agency was also straightforward. Hambros could not make enough money with its lending business because margins were being squeezed by competition. So it decided to get into what he calls "*real* values – equity investment."

"Some go wrong, but on the whole they went very right. It preserves your capital, otherwise we'd be tiny."

Even so, Mr Hambro likes to emphasise that Hambros is still basically a merchant banking group. "We genuinely think that banking is the core of success for a merchant bank. If you are seen to be a serious bank, that's when people come through the door to see you. We can put together a lot of money in a short space of time."

What sort of a future, though, awaits a medium-sized family merchant bank in this era of global mega-deals?

Mr Hambro thinks the family split, painful though it was, was good for the bank because it opened up promotion routes and gave scope to people's ambitions. "It released entrepreneurial *spirit, freed up energies*," he said. Although two of Mr Hambro's children work in the bank, his family only owns three per cent of the stock, and management is now in the hands of non-family: Mr Chips Keswick runs the bank and Mr Christopher Sporborg looks after the non-banking activities.

But while Hambros may have lowered its sights, it has also broadened them. In another act of foresight, Hambros decided a couple of years ago that Europe was the place to expand, and set *about building up a network of* relationships with Continental banks. It now has cross-shareholdings with banks in Italy and Spain, and is going through "honeymoons" with others in Greece, France, Belgium, the Netherlands and Portugal.

With the unified EC market due in 1992, Hambros hopes to be at the forefront of cross-border deal-making. Last year it hired Sir Michael Butler, the former UK representative in Brussels, to help with this work.

The Continental alliances are also intended to protect Hambros from predators with designs on its own shares. Like many smaller merchant banks, Hambros lives in constant fear of takeovers, though Mr Hambro thinks them risky for the acquiror. "He pays a huge price and the moment he's got it the value is halved because the best people leave."

At 57, Mr Hambro cannot help mixing his hopes for the future with regrets for a City era which vanished with Big Bang. Last month, the Accepting Houses Committee, the merchant bankers' club, became a victim of change, and with it the camaraderie and the regular lunches with the Governor of the Bank of England.

Even more telling as a sign of changing times was Hambros' decision to sell its Bishopsgate building to a Japanese development company. Hambros will shortly be quitting its panelled parlours for what Mr Hambro calls "a stone and glass thing" overlooking the Tower of London. "Nice view but not the same sort of place."

Only a few years ago Mr Hambro recalls having to check whether Nomura was creditworthy. Today, Japan's largest stockbroker has a market capitalisation of £30bn. "Sometimes I wonder whether we have been so clever after all."

The game of corporate leap-frog

Michael Skapinker asks why the salaries of Britain's top managers are rising so fast

WHEN THE pay of Britain's top managers began to rise sharply in the mid-1980s, the executives concerned said the increase merely reflected the improving performance of their companies. When corporate profits began to fall, they said, so would the pay of the people at the top.

Plessey, the UK electronics group, suffered a 6.8 per cent fall in pre-tax profits last year. However, the company's annual accounts, published this week, showed that the salary of Sir John Clark, its chairman, increased by 33 per cent to £298,206.

His total remuneration rose even further, to £391,956, but the company was quick to point out that this additional increase was the result of an agreement with the Inland Revenue on a "reclassification of expenses" incurred by Sir John.

Is there, nevertheless, any justification for a salary rise in a year when profits dropped? Mr Adrian Gozzard, Plessey's corporate director of personnel, chooses his words with care.

"Let me say just this about the chairman's pay. If you take out the reclassification of expenses, the bulk of the increase in his remuneration is due to a re-evaluation of his job, quite independent of him, in market terms. What you have is a realignment of the chairman's salary based on a market evaluation."

Plessey discovered, in other words, that its chairman was underpaid. The market evaluation was carried out by Mr Gozzard and submitted to Plessey's remuneration committee for approval.

There are certainly top executives earning more than Sir John. A survey published earlier this year by Charterhouse, the merchant banking and financial services group, revealed that Britain had 12 senior managers earning more than £500,000 a year and five earning more than £1m.

Even so, do shareholders not have a right to expect some correlation between salary and corporate performance? "If you say to me should salary go down when performance goes down, my answer is no," says Mr Gozzard. The incentive bonus element in a remuneration package might decline in a poor year, he adds, but companies like Plessey cannot afford to have base salaries which are uncompetitive.

Does this mean that, regardless of performance, British chief executives are involved in a game of leap-frog as they try to catch up with one another's pay?

"When you have a company with serious international intentions, there's a tendency for the pay of the people who are responsible for running that kind of business to be drawn to international rates," answers Mr Gozzard. "Now I do not think, I must emphasise, that that is the same as saying we are now in an international market for managers. I do not think we are having to pay the same as our American, German or French counterparts. That day may come. I don't think it has come yet.

"What I do think is there is a type of company which has serious international expectations, and Plessey is certainly one, where the kind of people you want to attract, who have that kind of international vision, will undoubtedly tend to start at a high absolute pay level."

The pay consultants who help companies devise their remuneration packages also jump to Plessey's defence. While emphasising that they do not want to comment on this particular case, they say one should not rely on what happens in just one year.

"I wouldn't necessarily expect to see a direct year-on-year linkage," says Mr Philip Burnford of Hay Management Consultants. "While one might expect a retail organisation to tie its senior managers' pay to one year's performance, that might not be appropriate for an oil company – or an international electronics company with a longer term research and development outlook."

The problem is, according to the remuneration consultants, that most companies are not good at explaining they way in which the remuneration of their top people is calculated. Mr Tony Vernon-Harcourt, of the Monks Partnership of pay consultants, says that an unpublished survey they carried out of 1,500 companies revealed that only 5 per cent bothered to mention, in the notes to their accounts, that there was a performance-related element to their board directors' pay. Only 12 companies gave a detailed breakdown of directors' pay.

"Most companies do themselves a disservice by not saying enough about how these processes occur," says Hay's Mr Burnford. "In many cases, (pay calculations) are much more objective and painstaking than people give them credit for."

So how is the pay of senior managers calculated? "There are three things that determine pay," according to Mr Burnford. "How big is the job, what are the levels of pay appropriate to that industry, and how well is the guy doing his job?

"What we look at with regard to the big jobs is how free-standing is the job and what is the scale of operations for which the person is accountable?

"We also look at the complexity of skills needed and the knowledge which has to be brought to bear to enable the business objectives to be met.

"And then we have a third component: the strategic complexity of the business, the timescale in which the business operates and the presence or absence of any guidance." A power utility, for example, operates within a more clearly defined framework than an international telecommunications company.

Looking at these factors and drawing up a pay structure which is appropriate for that company is more important, Burnford says, than looking at what people in other companies are earning.

If pay consultants are telling chief executives to forget about what their colleagues are earning, there are few signs that many are listening. Most of the high-paying companies justify their top managers' increases by saying they are necessary to prevent those executives from leaving – suggesting that the upward pay spiral will continue until shareholders call a halt.

Sir John Clark, chairman of Plessey

Finding a use for a teapot on a bicycle

Richard Tomkins reports on an unexpected alliance

THERE ARE probably corners of the galaxy where bicycle makers are forever buying fine bone china companies from condom manufacturers, but this is not one of them: so Tuesday's news that Derby International had bought Royal Worcester Spode from London International wrinkled many a quizzical brow.

It was not the disposal itself that surprised. London International, the consumer products group best known for its Durex brand, had been contemplating the future of Royal Worcester ever since its attempt to build a china empire through the acquisition of Wedgwood was thwarted by a referral to the Monopolies Commission in 1986.

What people did see as odd was the identity of the buyer, because Derby International's only previous claim to public attention had been as the privately-owned company that bought the ailing Raleigh bicycle interests from TI (the former Tube Investments) in April last year.

Luxembourg-based and without staff or offices, Derby International was formed in December 1986 by three US investors who used it as a vehicle for acquiring the Raleigh businesses when TI decided to sell. Two of Derby's founders – Edward Gottesman, a US-born corporate lawyer in London, and Merlin Nelson, the former vice chairman of AMF, had previous experience in the bicycle industry. The third was Robert Johnson of Shearson Lehman.

Backed by City institutions, Derby paid out £18m and assumed £14m in debt to acquire Raleigh. In return it received Raleigh Industries in the UK, Raleigh International in Australia, Canada and South Africa, Gazelle Rijwielfabriek in the Netherlands, and the Sturmey Archer bicycle gear operations.

The man appointed by Derby to steer Raleigh back into profitability was Alan Finden-Crofts, 47, who was headhunted from Sir Owen Green's BTR to become Derby's chief executive and a significant shareholder in the group.

At BTR Mr Finden-Crofts had been chief executive of Dunlop Slazenger and was credited with transforming the once-troubled sports goods maker

from trading losses of £6m in 1982 to trading profits of £25m in 1986. His objective at Raleigh was to achieve something similar.

The task appeared formidable. Bedevilled by declining markets and tough Far Eastern competition, Raleigh had failed to adjust its cost base to lower sales. Its UK operation had run up trading losses of £31m between 1981 and 1985 in spite of rationalisations that had cut the Nottingham workforce from 6,000 to 1,200 in six years.

Yet this week found Mr Finden-Crofts in relaxed and confident mood, saying that Raleigh UK had turned in its first trading profit in seven years in 1987. This year, he said, it would make its first pre-tax profit in 10 years. The Raleigh group as a whole was set to make a trading profit of possibly £10m.

One factor underlying the turnaround, said Mr Finden-Crofts, was the change in culture at Raleigh. In a reference to the brisk removal of the Raleigh board following the Derby buy-in, he said the company's bureaucratic structure had been swept away, leaving senior managers with a greater sense of motivation and accountability.

"Before, there was a lot of internal politics and the businesses were almost fighting each other within the group. But we have give the company a sense of direction: the businesses now complement each other, collaborating on purchasing, swapping ideas on product development and looking at each other's methods of distribution."

Such notions bring out a cynical streak in one former Raleigh executive who was caught in the purge. The foundations for the company's recovery were laid well before Derby's arrival, he says: the drastic redundancy programme, the changes in working practices, the reorganisation of production on Raleigh's sprawling 64-acre Nottingham site – all were instigated before Derby even existed.

Yet Falcon Cycles, Raleigh's closest UK rival, says there has been a real transformation at Raleigh, leaving it a noticeably more efficient competitor. "Two years ago, Raleigh's attitude was one of unbelievable arrogance and complacency," says Mr Norman Court, Falcon's managing director. "I have a great deal more respect for them now."

Mr Finden-Crofts acknowledges the work done by TI. He is also ready to accept that luck has played a part by providing a rebound in the UK market.

The combination of Britain's consumer spending boom with the perception of cycling as a healthy pursuit lifted bicycle sales in Britain sales by 15 per cent to an estimated 1.85m in 1987. Not everyone benefited: the strong pound sucked in another raft of imports to meet the demand, but even so, Raleigh (itself an importer of cycles from China under the Triumph brand) increased unit sales by around 10 per cent.

The current year is looking as buoyant thanks to the success of the ATB, or All-Terrain Bike – the chunky-tyred, straight-handlebar machine beloved of City dispatch riders.

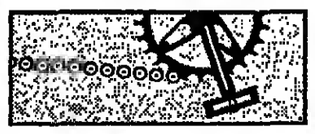
The way in which the ATB has taken off underlines Derby's interest in Raleigh. In the past, says Mr Finden-Crofts, when people bought a bicycle, it was more or less forever: but now they will change a bicycle to keep up with the latest developments in fashion or technology.

It is Derby's firm conviction that a market-oriented business run by owner-managers and focussed on a single brand is vastly better equipped to make money out of shifting consumer tastes than the subsidiary of an engineering conglomerate.

"One of the problems with Raleigh was that it was lost in TI. The top management were simply not focused on consumer products. It was the same with Dunlop Slazenger under Dunlop: people making tyres aren't the people to be making products that require an element of fashion, an element of zip. It's horses for courses – you have to focus management."

This is not a controversial view. It was the same conclusion that led TI to dispose of Raleigh even when recovery appeared tantalisingly close. To the casual observer, however, the logic in a company making bikes and china looks elusive.

Simple, says Mr Finden-Crofts: Royal Worcester Spode is just another international brand name, or rather a pair of them, and Derby believes it happens to be rather good at managing international brands. There will be no connection between Royal Worcester and Raleigh save their common ownership and the presence of Mr Finden-Crofts as guardian of their strategy.



That presence may be keenly felt at Royal Worcester over the next few months. The company made an operating loss of £1.3m on sales of £37m in the year to March and, according to Mr Finden-Crofts, requires urgent attention to a mismatch between production and orders which has resulted in unacceptably high stocks. "London International originally followed a strategy of volume, piling it high and selling it cheap, which is totally contrary to what the brands stand for. They shouldn't be in the middle of the market fighting it out with other strong brands on weak margins: they should be at the top end of the market with smaller volumes and higher margins, but in wider world-wide markets."

Another priority, he says, is the introduction of a better costing system. "At present, they don't actually know what the real cost of their products is: so even where they are pricing according to what the market can bear, they have no way of knowing whether they should be in the product in the first place. We obviously need to weed out the dogs."

Although the Royal Worcester acquisition has thrown the spotlight on Derby International, it is unlikely to remain there for long. With its two acquisitions generating a cash flow sufficient for forseeable needs and its owners already of comfortable financial means, it has no plans for a stock market flotation now or at any stage in its future.

"Very often public companies are diverted from the main purpose of wealth creation by the need to dress up their balance sheet and PR image in order to influence their share price," says Mr Finden-Crofts. "We are concerned only with the generation of cash and the development of our businesses so that they are stable and have a worthwhile future.

"Perhaps some managers like the idea of running a company where they are much more in the public domain and they have got the publicity and all that goes with it. Well, there is nothing wrong with that, but we are just not that kind of people."

Letters to the Editor

Attitudes to public flotation

From Mr Ronald Cohen.

Sir, I would like to correct the impression given by Mr Ewan Macpherson (Letters, June 21) that venture capital funds are generally forced to distribute *in specie* the securities of companies which become listed.

It is worth stressing that most funds, including those managed by APA, have no obligation to do so.

The contention that institutions such as 3i (Investors in Industry) investing their own money are somehow in a more flexible position to meet the wishes of management is a spurious one. Could it be occasioned by double vision?

Ronald Cohen,
Alan Patricof Associates (APA),
24 Upper Brook Street, W1

From Mr Jon Moulton.

Sir, Schroder Ventures advises institutional funds which currently own 30 per cent of Parker Pen; neither we nor any of the other venture capitalists involved in tha float were required to make distributions, or were going to, at the time of a float.

Indeed, the funds advised by us were not even intending to sell any shares at listing. Accordingly, the timing of a listing was an irrelevancy to the individuals concerned, and did not feature in the decision not to list Parker Pen, which was taken unanimously by management and the investors. Whatever the force of Mr Ewen Macpherson's argument (Letters, June 21) it does not apply to us or to Parker Pen.

Contrary to what Mr Macpherson says, performance incentives to venture capitalists tend to align managements' and venture capital investors' interest in a buy-out. Both seek to maximise the value of the equity. It is arguable that the absence of performance incentives for the employees of venture capital investors leads to relative indifference as to the success of investments by the employees of groups who do not have such incentives.

Jon Moulton,
Schroder Ventures,
20 Southampton Street, WC2

But where are the snows of yesteryear?

From Mr M.A. Coates.

Sir, In response to Mr Hunt's challenge (Letters, June 20), the 80-fold increase in the price of a water-ice since the 1930s is outclassed by paperback books, which have increased from the equivalent of 2.5 pence to £3 or more over the same period – a multiple of at least 120.

M.A. Coates,
20 Wilton Crescent, SW1

Unit trust groups and life assurance companies share a predicament

From Mr D.J. Garrett.

Sir, Christine Stopp's article on the rights to cancellation which will arise from July 1 in respect of unit trusts (Weekend FT, June 18) highlighted the difficulties for the unit trust group itself in having to rely on an intermediary's statement about the relationship existing between him and his client.

If this business relationship falls into certain categories allowed by the rules of the Securities and Investment Board (SIB), then cancellation rights can be excluded. The article did not go fully into all the exemptions; understandably, it dealt particularly with the principle ones of "execution only," the existence of a client agreement (which, incidentally, must itself include reference to the exclusion of cancellation rights), and direct marketed business – that is, done on a coupon.

Perhaps it is just as well that Christine Stopp went no further into the full detail of the various exemptions, because the SIB has contrived to make these rather complex. But the point I call to your attention is that exactly the same predicament arises for life assurance companies – in respect of single premium bonds and other lump-sum investment contracts such as annuities. Precisely the same exemptions apply.

Similar to unit trust groups, life assurance companies will be running the investment risk – for as long as the policy holder wishes to retain his investment, which could be any number of years – if they rely on a statement from the intermediary which subsequently proves to be incorrect (even if innocently made). They will therefore be liable to return the full amount of the initial investment (together, no doubt, with interest); and this would be regardless of the actual investment performance of the contract.

The SIB has therefore created a situation where unit trust groups and life assurance companies will be obliged to consider their strategy towards these exemptions very carefully. They could completely ignore any statement made by the intermediary, and issue cancellation notices in all cases. This might not be possible in a highly competitive market. But the alternative is to reply to the intermediary's statement, and set aside reserves to cover the risk of this statement proving to be incorrect; or, perhaps, insure the risk externally in some way.

Perhaps the Department of Trade and Industry should look a little more closely into the strategy that will be eventually adopted by life companies. Solvency could be at risk if the potential liability was not properly identified and no action taken to mitigate it.

David Garrett,
5 Wyecliffe Road,
Henleaze,
Bristol

Modern missionaries in South America

From Bishop David Leake.

Sir, My attention has been drawn to Robin Lane Fox's review (Weekend FT, May 14) of Norman Lewis's book, The Missionaries. The editor refers to the review as a "searing indictment of the sins of some modern missionaries in South America."

Had it not been for the presence of other modern missionaries, Mr Lewis and other travel writers and anthropologists might find few Indians to write about. Mr Calixto Montes (mataco amerindian) said recently, in answer to a prospective author who asked about the work of missionaries: "if it were not for the missionaries there would be none of us left."

Anglican missionaries, with the help given by development agencies, have been in the forefront of medical services, civil and land rights, the recuperation of indian languages and culture. It would be true also to say that the leadership of Bishop Mario Marino (mataco amerindian) has brought unity and cohesion among a tribe which otherwise would have been decimated and marginalised.

I look forward to reading the book – and will buy two copies if Mr Norman Lewis agrees to donate his royalties to Survival International or the TEAR Fund, in order to help those who have provided his subject matter.

David Leake,
Diócesis de la Iglesia Anglicana del Norte Argentino,
Casilla 187,
4400 Salta,
Argentina

'The British Library's bland assertion is untrue'

From the President of the International Publishers' Association.

Sir, In your news item (June 18) about the photocopying activities of the Document Supply Centre (DSC) of the British Library, you quote Mr David Russon, director general for science and technology at the DSC, as saying: "We don't regard ourselves as a threat to publishers. Libraries are going to buy material they need and come to us for items they don't have available."

Since we have explained the facts to Mr Russon and his predecessor, Mr Maurice Line, repeatedly, over many years, this bland assertion is untrue and Mr Russon knows it.

Every year the DSC sends millions of unauthorised photocopies of copyrighted scientific journals and books to commercial, research-based companies which tend not to have the originals available precisely because they can get photocopies cheaply, outside of copyright, from the DSC. (These are the same companies that zealously defend their own intellectual property – patents and trademarks.)

The DSC persists in this activity in the UK where, sadly, it is still legal. But it also exports such unauthorised copies to commercial customers in dozens of other countries, in many instances in clear violation of copyright and/or trade laws in those countries. The British Library's DSC thus undermines markets for all scientific publishers on a worldwide basis.

This is why the International Publishers' Association, speaking from over 50 nations, has urged Her Majesty's Government both to end this abuse in the UK and to prohibit abuse of the copyright and trade laws of other countries (which we believe violates the UK's obligations under the Berne Copyright Convention). Because these pirated copies enter other countries invisibly, via the mails, stopping this pernicious activity at the source is the only practical solution.

Andrew H. Neilly Jr.,
605 Third Avenue,
New York City,
New York 10158,
USA

VAT ruling will affect independent schools

From Mr Antony Quin.

Sir, The European Court ruling about the levying of VAT seems certain to have serious implications for charities and independent schools. Their charitable trust status, apart from the proper liability to scrutiny of their affairs by the Charity Commissioners, confers upon them some tax benefits, but the effect of these generally amounts simply to a right to recover tax paid on certain gifts.

Set against this is their ineligibility for VAT registration, which precludes their recovery of VAT on the substantial proportion of their expenses subject to that tax.

Development of new facilities to enable schools to meet the changing requirements of modern education is a continuing necessity, and fuel costs affect us all. The European Court ruling will therefore give rise to a further and – as far as I am concerned, as an independent school bursar – unanticipated increase in school expenses which, in the case of independent schools, can only be recovered by extra charges to parents.

Independent education in this country is already in a relatively unfavourable position compared with, for example, the US, Australia, Germany and Italy.

The first two, in spite of their egalitarian traditions, see it as inequitable that parents who have contributed to the support of state schools, but elect to send their own children to independent schools, should receive no benefit from their contributions. The US and Australian governments make direct support grants to such schools. Germany and Italy – apparently without any infringement of European Community regulations – grant tax relief for school fees.

If the European Court's decision is to be accepted, and we seem to have no practicable choice but to accept it, should not our own Government look again at fiscal measures for easing the – further increased – burden placed upon supporters of independent education and upon other charitable bodies? One gets the impression that the requirements of European law create more problems for us than for our partners. In one way or another they seem to be more adept at mitigating its effect.

It is difficult to be successful in any community if one cannot live comfortably within its rules. Proper preparation for free competition within the EC may be a matter for commerce and industry, but this seems to be a matter where Government should set an example.

Antony Quin,
Mayfield College,
Mayfield, East Sussex

UK COMPANY NEWS

BORROWINGS ELIMINATED TO ALLOW ACQUISITIONS TO CONTINUE

Attwoods in £40m preference issue

BY NIKKI TAIT

Attwoods, the waste disposal and quarry products company, is raising £40.5m via a placing of convertible preference shares. The cash will be used to reduce gearing, currently around 200 per cent, and allow it to continue on the acquisition trail.

Yesterday, the company said that net debt currently stands at £41m, while shareholders' funds - after writing off goodwill - are about £18m. "We don't feel we can carry on with acquisitions without bringing borrowings down," commented Mr Ken Foreman, the chairman.

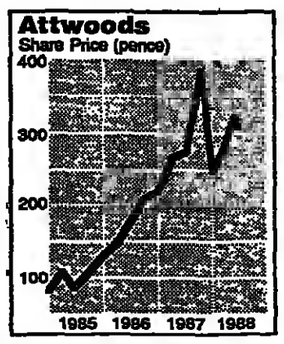
The company expects to announce some £15m-worth of UK quarrying and land-fill acquisitions in the coming weeks and also plans to expand further in the US. The cash-raising will eliminate borrowings and could leave the company with a potential credit line of £75m, said Mr Foreman.

The new shares have been conditionally placed among UK institutions by Warburg Securities but existing shareholders will be able to claw back under an open offer. According to Attwoods, Mr Michael Ashcroft's ADT Group - which holds a 24.07 per cent stake - has indicated that it is likely take up its entitlement to the convertibles, but wishes to act as placee/sub-underwriter on 24.07 per cent of the new shares.

Maximum cost of this arrangement - as opposed to a guaranteed clawback by ADT, with no subsequent need to place ont or sub-underwrite that tranche of new shares - is £133,000. ADT's placing participation will require the approval of other shareholders.

The open offer does not extend to North American shareholders, who account for about 15 per cent of the Attwoods eqnity.

The fund-raising involves the issue of 40.48m 8½p guaranteed redeemable convertible preference shares in a newly-formed Netherlands Antilles subsidiary, Attwoods (Finance) N.V, at 100p a share. Yesterday, Warhurg Securities, suggested that it was the first time a Natherlands



Antilles company had been used in connection with a domestic convertible issue, although this has been a common feature of recent euro-convertible placings.

Conversion terms are 28.011 new Attwoods ordinary for every 100 preference shares, with conversion possible between 1991 and 2003. That gives a conversion price of 357p a share, compared with yesterday's market price for Attwoods of 313p, down 4p. Under the terms of the open offer, shareholders get seven preference shares for every ten ordinary.

There is also a stepped conversion provision in the event thet control of Attwoods changes before January 1994. And if the average price of Attwoods shares during a 60-day dealing period tops 200 per cent of the conversion prica the company - between 1991 and 2003 - can require shareholders to convert.

Yesterday, Attwoods added that although part of its £35m acquisition programme over the past two years had been peper-financed, the companies purchased had often hrought in debt. It maintains that yesterday's issue should not be dilutive in 1988/9 because of the interest cost savings achieved.

Yesterday, Mr Foreman said that he hoped to take up some, though not all, of his own personal preference share entitlement.

Victory for board over Nash policy

The clash over the proposed acqnisition policy of Nash Industries, an engineering, construction and packaging company, ended in victory for the board yesterday.

At an extraordinary general meeting, shareholders speaking for 51.4 per cent of the shares backed the board decision to spend £2.6m buying two snbsidiaries from Meyer Interational. Shareholders speaking for 37.6 per cent were opposed.

Opposition to the purchase of the two companies - Armour Cases and No-Nail Boxes - was headed by Mr John Nash, former chairman of Nash Industries. He is now a non-executive director but still owns 30.55 per cent of the shares.

As an alternative strategy, Mr Nash was suggesting that Nash should make a paper offer for the 70 per cent of Wiseoak Group, a Kent construction firm, which it does not own.

Yesterday, Mr David Newton, the chief executive appointed in September 1985, described the episode as "an expensive charade".

Savoy attacks THF's backdoor strategems

BY DAVID WALLER

The Savoy Hotel yesterday fired another salvo in its legal battle with Trusthouse Forte, sending out a letter in which it accuses THF of using "backdoor" stratagems to win control of the Savoy.

Sir Anthony Tuke, chairman of both the Savoy and the Savoy litigation committee, argued that if control of the Savoy were to be acquired by another company, "it should be by means of a general offer to all shareholders at a price acceptable to them and properly reflecting the value of the Savoy, and not by hackdoor means".

The hattle will come to a head at next Fridsy's egm of Savoy shareholders when the Savoy will seek to win a motion that THF's legal action is not in the interests of the Savoy.

THF declined to respond to the latest latter yesterday. Hnwever, it did reply to an earlier letter sent hy Sir Hugh Wontner, the former chairman of the Savoy. THF said that Sir Hugh had ignored the main thrust of its arguments and seemed pre-occupied with preventing "anyone from making a successful bid, whatever the merits".

Timpson buys BSC repair side

BY ALICE RAWSTHORN

Timpson Shoe Repairs has strengthened its position as the second largest chain of shoe repair and key cutting shops in the UK, by buying the British Shoe Corporation shoe repair business from Sears for an undisclosed sum.

The 48 BSC repair units mustered sales of £2m last year. The units are concessions within Sears stores, chiefly in its shoe shops. They include the Selfridges department store in London which is believed to have the highest sales of any shoe repair unit in the country.

BSC, the division of Sears encompassing its shoe manufacturing and retailing interests, has been restructured in tha last year or so. Mr Christopher Marsland, managing director, said the disposal of the shoe repair business formed part of this restructuring programme.

TSR was formed two years ago through a management huy-out from the Timpson shoe retailing concern, then being acquired by the Oliver group. It now sports 215 shoe repair and key cutting units across the country and made pre-tax profits of about £500,000 on sales of £13m in its last financial year.

Since the buy-out the company has bought two businesses: the Shoetech chain last autumn and now the BSC units. Mr John Timpson, great grandson of the original company's founder and now chairman, said that it is keen to expand further by acquisition.

TI sells gas cylinder interest to UES

BY CLARE PEARSON

TI Group has sold its interest in steel gas cylinders to United Engineering Steels in a deal which raises £7m.

The company said TI Chesterfield did not fit its strategic criteria. Over the past year, TI has been withdrawing from a number of areas to concentrate on international leadership in four targeted engineering areas.

In March it withdrew from the commodity tube market with the sale of its shareholdings in two joint ventures with British Steel Corporation, part-owner with GKN of UES. It moved into the small diameter tube market the following month with the £80m acquisition of US Bundy.

The sale of TI Chesterfield will raise £4m in cash and will also release £3m from settlement of loans.

TI Chesterfield already has close links with UES, which was one of the so-called Phoenix companies formed as part of a restructuring of the British steel industry in the early 1980s.

Hilclare to Third Market

BY FIONA THOMPSON

Hilclare, designer and manufacturer of electronic, electrical, security and lighting products, is joining the Third Market via a placing which valnes the company at £1.66m.

Charlton Seal is placing 737,000 shares, representing 26.6 per cent of the enlarged equity, at 60p per share. The placing will raise £289,000 for existing shareholders - trustees of the Geoff Gardiner Trust, and £70,000 for the company. The new money will be used to acquire tooling for the products currently being developed, to develop new products and to increase the company's sales team to boost expansion.

Hilclare supplies its products to a hroad range of customers. They include wholesalers of security equipment and electrical products, retailers, national security equipment installers and exporters. Its prodncts inclnde warning heacons, floodlighting, smoke detectors, audible warnings devices, and retail security loop alarms.

The company began trading in July 1982. Profits have increased in the past four years from £56,000 in 1985 to £175,000 in 1988, on sales np from £504,000 to £1.14m.

The company is forecasting pre-tax profits for the year to March 31 1989 of not less than £250,000, putting tha shares on a prospective p/e of 10.

Restructured SI cuts loss

RESTRUCTURING, including new management and the sale or closure of non-performing elements within the group, has enahled SI Group, engineer, to report a cut in its pre-tax loss from £372,000 to £328,000 in 1987.

The directors said that SI Industries, manufacturer of dispensing and cooling equipment for the hrewing and catering industries and the group's core business, had received a particular boost from tbe management changes. Old customers had been won back and new accounts opened.

The heat treatment division of SGL Sheet Metal was sold in January 1987 and Ambressey Engineering was closed at the end of December. The directors said that debts had been reduced by 25 per cent since December and steps were being taken to reduce them further.

The directors maintained thet the completion of this first phase of restructuring gave the group scope to move forward and pursue new opportunities.

Turnover fell to £7.96m (£9.1m) and losses per 5p share were cut from 1.74p to 1.41p. There is no dividend.

Markheath/Camford

Markheatb Secnrities, UK vehicle of Mr John Spalvins, Australian entrepreneur, has a 6 per cent in Camford Engineering, Stevenage-based motor components group.

Bid approach for New Darien

By Nikki Tait

New Darien Oil Trust, a £7m specialist investment trust managed hy Edinburgh-based Hodgson Martin, announced yesterday that it had received a hid approach.

The company declined to elaborate on the statement heyond saying that it hoped to be able to give shareholders further information within a few days.

The trust has two declared shareholders - British Empire Securities with 27.3 per cent and Bryson Oil and Gas, an Irish-registered oil and gas company, with 21.5 per cent. Although Bryson has been adding to its holding recently, it is not believed to be behind the approach.

Shares in New Darien have risen strongly recently, having been as low as 53p in April, and added a further 2p yesterday to 69p. Net assets per share, according to Datastream estimates, are currently put at 68.8p.

Rockfort valued at £60m in listing

By Paul Cheeseright, Property Correspondent

Rockfort, the Reading property development company controlled hy Mr Roger Smee, is coming to the market for a full listing with an offer-for-sale pitched at 140p a share that will capitalise the company at £60.2m.

The issue is one of a series of new listings expected from property sector companies. Rockfort will be followed by Broadwell Land, Erostin and Savills.

Savills, chartered surveyors, said yesterday that its listing would come through a placing of shares. And in a further listing development, Local London Group, now quoted on the USM, said that dealings in its shares from next Monday would be on the main market.

The Rockfort offer will raise £18.7m for the company itself and £4.6m for the shareholders, principally Mr Smee himself and Kleinwort Benson, the merchant bank, which is handling the issue.

The offer will rednce Mr Smee's shareholding from 68 per cent to 42.1 per cent and Kleinwort Benson's from 24.99 per cent to 11.5 per cent.

This is the second major capital injection that Rockfort has received in recent years. Kleinwort Benson bonght into the company in December 1985 as Rockfort was recovering from losses caused by the running of McCarthy E Fitt, a Reading contractor - a lesson which has led Rockfort ever since to concentrate on the main line of its business.

Rockfort is engaged in both residential and commercial property development, primarily in the Thames Valley bnt also in central London. Commercial development accounts for 85 per cent of profits. Since 1983 the company has completed and sold developments covering 470,000 square feet. Its current programme is spread over eight sites, three of which are in the City of London, covering 232,000 square feet.

Pre-tax profits for the year to last December were £2.67m, hut the forecast for the current year is £8.4m after unaudited pre-tax earnings of £3.6m in the four months to April.

The net tangible assets of the gronp, allowing for the proceeds of the offer-for-sale have been pnt at £25.8m which works out at 60p a share on the enlarged capital.

Details of the prospectus and a comment will appear in Monday's FT.

Wassall suspended

Shares in J.W.Wassall, footwear retailer, were suspended yesterday at the company's request, pending an announcement. Wassall is controlled by Benson Shoes, a private company based in thwe Midlands.

Bremhill Inds

Bremhill Industries reported pre-tax profits £276,000 on turnover of £3.32m for the six months to April 30 1988. Tha interim dividend is 3.75p.

In April Bremhill was listed nn Granville's Independent Companies Exchange. It has four divisions: material handling systems, engineered components, industrial catering and printing equipment and services.

Farmers plans to thwart BAT takeover bid with 'poison pill'

BY JAMES BUCHAN IN NEW YORK

Farmers Group, the US West Coast insurer that is fiercely resisting a $4.5bn (£2.6bn) takeover from BAT Industries of the UK, yesterday announced a "poison pill" company by-law designed to make a takeover prohibitively expensive for the British tobacco and insurance group.

The poison pill, which is like a host of other schemes adopted hy vulnerable US companies since the mid-1980s, is the latest in a thicket of obstacles thrown up in BAT's way. Last week, the UK company suffered an unexpected setback when the California state insurance authorities barred the takeover.

The pill is designed to flood the market with Farmers stock should a hostile bidder gain 20 per cent of the company. As soon as that level is passed, and unless the pill is redeemed, current Farmers shareholders would be able to huy new stock at half price.

"The plan is designed to assist the Farmers board of directors in opposing the pending BAT tender offer which the board believes is inadequate and not in the best interests of Farmers and its stockholders," the Los Angeles company said yesterday.

The company also said that it believed there were serious regulatory obstacles to the BAT offer. The UK company needs approval from insurance regulators in nine US states, including California, where Farmers' companies have their headquarters. So far only Arizona has approved BAT's application.

Batus, the US arm of BAT, sued this week to overturn the California Department of Insurance decision on the grounds that it misinterpreted a state law which allows it to deny a license to an insurer owned by governmental entities outside the state.

Batus said the department took its decision because 15 per cent of BAT's stock is owned by such institutional holders as the London Transport Pension Fund and Nottinghamshire County Council.

"That interpretation is clearly not how the statute was intended," said Batus on Wednesday. The company added that the insurance department "did not establish that governmental entities listed as shareholders of BAT have ever acted alone or in concert to control business decisions of BAT or any of its subsidiaries".

Reorganisation helps cut REA losses to £483,000

THE BENEFITS of reorganisation are working tbrough at R.E.A. Holdings, and have led to a profit in the second half of 1987.

That meant the loss for the full year was reduced from £780,000 to £483,000, on turnover of £42.82m (£34.9m). Loss per share was 21.3p (28.7p) and the dividend is held at 2p with a final of 1p.

In May 1987 the company decided to concentrate on its core business of plantstion and commodity trading, and to dispose of property and the warehousing and house plants divisions. Sale proceeds reduced the interest charge in the latter part of 1987, and for the year it came to £577,000 (£753,000).

There was an extraordinary credit of £3.1m, which comprised net gains on the sale of property of £1.58m and on the sale of the divisions of £1.51m.

EDP achieves 20% rise

BY CLARE PEARSON

Electronic Data Processing, the sole UK and European distributor for the American NCR's Mentor micro-computers, reported pre-tax profits 20 per cent higher at £615,000 in the six months to end-March.

Deferral of investment decisions by companies after last October's stock market crash led to a sharp drop in sales during the latter part of the period, Mr Richard Jowitt, managing director, said.

The ontlook for the second half was brighter, as there were a record number of proposals out. But he warned the time lag between enquiry and delivered machines was lengthening.

The Mentor 6000 range, which was built to support 256 separate VDU screens, was introduced in the UK to a good response about a year ago.

Sales of computers hoth through the company's own team and dealers accounted for about half of turnover. Around a third came from engineering services revenues, and the balance was hurean services and software products.

Turnover was 10 per cent up at £7.39m (£6.71m). After tax of £146,000 (£183,000) earnings per share came out at 5.46p (3.87p). The interim dividend is unchanged at 0.65p.

Electronic Data Processing moved from the USM to a full listing last April.

Ariel continues its recovery

Ariel Industries, Leicester-based maker of industrial fasteners and light engineering products, improved the rate of its recent recovery in the year to end-March. It reported profits of £522,000 pre-tax against losses of £13,000 in the previous year.

Turnover was £11.15m (£10.06m) and after tax of £238,000 (£35,000), earnings per ahare amounted to 4.74p (0.8p losses). The directors are recommending a dividend for the year - the first since 1984, when the company looked as if it was about to go private - of 2p.

The proposal to sell the older activities of the group had been abandoned, the directors said, adding that it was unlikely there would be enough shares in circulation to maintain in the long term the company's listing. They were exploring the possibility of either hnying in the minority holdings or of the trustees of the employees' share trusts re-entering the market with a further offer to purchase shares.

Beckenham at £0.5m midway

An upsurge in first half profits was achieved by the the Beckenham Gronp, which makes air conditioning, electrical, heating and ventilation systems, and the directors are looking for a successful year. All companies are experiencing strong demand.

In the six months to April 30 this Third Market group lifted turnover from £2.58m to £13.19m and pre-tax profit to £517,000 (£185,000). Inclnded are two months' figures from Axisminster and Contracting Components.

Earnings were 3.2p (1.7p) and the interim dividend is 1p, compared with 0.9p forecast with the recent rights issue.

Price row may hit Ultramar

BY STEVEN BUTLER

Ultramar, the diversified oil company, yesterday signalled a possible drop in expected 1988 revenues because of a price dispute involving its Indonesian operatinn, although the company said it was impossible to determine yet what the impact of the dispute might be.

Japanese buyers of liquified natural gas have notified Pertamina, the Indonesian state oil company, that they are disputing the sales prices for LNG invoiced after the end of March.

They say that crude oil prices used in the LNG price formula do not reflect prices at which Indonesia is currently selling crude oil. Although Indonesia is a member of the Organisation of Petroleum Exporting Countries, which has set a reference price at $18 per barrel, virtually all Opec crude is now sold at market-related discounts.

Ultrsmar has a 37.81 per cent working interest in a production sharing contract in East Kalimantan, Indonesia.

CASE clarifies statements

After discussions with the Takeover Panel, CASE Group, the computer systems company, has clarified two statements made in its defence document against a £57m takeover bid from Gandalf Technologies, the Canadian data communications group.

CASE says that although it is encouraging shareholders to consider the prospectlve, rather than the historic earnings multiple, it wants to make clear that it is not making a profits forecast.

In its document CASE said the combined group would have a gearing level of 95 per cent. It now says that more recent figures hring the gearing level down to 75 per cent.

AF Bulgin jumps to £712,000

BY CLARE PEARSON

PRE-TAX profits of A.F. Bulgin, maker of electronic and electrical components, rose sharply from £247,000 to £712,000 in the year ended March 31 1988, and the dividend is doubled to 0.2p.

And a good start was made to the current year, with first quarter sales well ahead. Order books were healthy and all three businesses were trading profitably.

The company also announced a change in its share register. Mr Colin Slinn has disposed of his holding of 138,000, or 6.9 per cent, of the voting shares. Mr Brian Atkins, an accountant, has bought 7.8 per cent of the voting stock and 100,000 (0.38 per cent) of the non-voting shares.

Bulgin has been the subject of takeover speculation, although members of the Bulgin family, and trusts, control the voting stock. Another attraction of the shares is that some freehold land and huildings, which appear in the hooks at £1.2m, are thought to be significantly undervalned.

The voting shares, which have risen sharply in recent weeks, closed 2p up at 107p.

The sharp improvement in pre-tax profits came after a virtually flat performance in the previous year. Turnover of £11.97m compared with £9.6m last time.

Mr Geoffrey Stone, finance director, said extensive rationalisations and modernisation programmes stretching back to the early 1980s had enabled the company to take advantage of improved trading conditions in the electronics industry last year. An £88,000 reorganisation cost taken above-the-line was unlikely to he repeated in the current year, he said.

On future plans, he said: "We just bope to trade steadily and do the best we can." Order books are well ahead of levels this time last year.

The Barking-based component manufacturing division lifted exports by 50 per cent during the year. The Cirkit component distributinn company benefitted from reorganisations in the first half and made a satisfactory profit. The power conversion side, which was moved to new premises, incurred a small loss.

There was a £198,000 extraordinary debit for the fall in value of investments after the stock market crash. Earnings per share came out at 1.58p (0.59p).

COMPANY NEWS IN BRIEF

BRIXTON ESTATE has recently exchanged contracts for a 120,000 sq ft office building in Wembley, north London, and a site in Rickmansworth, Herts, for an office development, the annual meeting was told. Snbstantial rent reviews were likely over the next two to three years.

C.BIO MANAGEMENT Company, Ohio-based biotechnology group, has paid in excess of £1m for London Analytical Bacteriological Media, a subsidiary of S & W Berisford.

CITY SITE Estates is paying £21.25m cash for the long leasehold interest in 17-22 Sloane Street, Knightsbridge, owned by Next. The building comprises five shops, some 11,000 sq ft of office space, car parking, and the ground lease of the Chelsea Hotel. Egm on July 14. for City Site shareholders to approve the purchase.

HELLENIC & GENERAL Trust, investment holding company subsidiary of Hamhros, reported pre-tax profits of £1.42m (£1.06m) in year to the end of March.

MOSS BROS: Turnover in menswear retail for the first four months of the year was up 25 per cent on the comparable period, the chairman told the annual meeting. Its new Regent Street flagship store for hire and retail is due to open in September.

NORTH WEST Exploration reported loss of £163,930 (£82,134) for 1987. Turnover nil (£788,000). Deferred exploration costs written off amounted to £38,435 and were treated as anexceptional item. Loss per share 1.3p (1.1p). Directors are to seek a USM quotation in the near future. Shares are currently traded under Rule 535.3.

RAEBURN INVESTMENT Trust earned 8.11p in the half year ended May 31 1988 (7.22p) and is paying an interim dividend of 8p (7p). Gross revenue £3.55m (£3.37m) and pre-tax £3.1m (£2.85m). Net asset value 531.9p (617.8p).

STANHAY WEBB, manufacturer of agricultural machinery, made a pre-tax profit of £376,000 from turnover £3.12m for 15 months ended April 30 1988. First results since management buy-out from Hestair.

VPI GROUP has acquired, through its Consensus Research snbsidiary, HR&H Marketing Research International, a specialist business to business marketing research consultancy. Assets acquired value abont £70,000. A combined research group, HR&H Consensus Research International, will be formed.

SELECT APPOINTMENTS has just opened its first US office and the early response has been very encouraging, Mr Rohert Klapp, chairman, told the annual meeting. The operation established in Sydney had made a very encouraging start. UK activities were producing results well ahead of the same period last year.

TRIMOCO: First two months trading indicated a good start to the year with profits well ahead of planned levels, annual meeting told. All signs pointed to another successful year. Company continued to look for acquisitions to expand its franchise range and geographic coverage.

THERMAWEAR has waived the remaining conditions as its recommended offer for André de Brett, direct mail-order house, has been accepted in respect of more than 7m de Brett shares (89.02 per cent).

PLUMB HOLDINGS' order book was at record levels, the chairman told the annual meeting. This indicated a turnover of about £70m for the year. Demand in all the group's markets remained buoyant and the company was confident of another year of substantial progress.

OCEANA DEVELOPMENT Investment Trust: Discussions which might have led to an offer being made for the company have now been terminated.

REDFEARN has sold its 54 acre site at Poppleton, near York, to Anvil Estates for £2.13m.

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corres-ponding div	Total for year	Total last year
Ariel Industries.....fin	2	-	nil	2	nil
Beckenham Gp ♦ ...int	1†	Aug 15	0.6	-	1.35
Bulgin (AF) .....fin	0.2	-	0.1	0.2	0.1
Electronic Data .....int	0.65	Aug 4	0.65	-	2.1
REA Holdings .....fin	1	-	1	2	2

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. §USM stock. §§Unquoted stock. ¶Third market.

LONDON RECENT ISSUES

EQUITIES

Issue Price	Amount Paid up	Latest Renunc. date	1988 High	1988 Low	Stock	Closing Price	+ or -	Net Div.	Times Cov'd	Gross Yield	P.E. Ratio
150	F.P.	8/7	166	153	ASW Hldgs. 25p	166		W7.3	2.5	5.9	9.0
§135	F.P.	-	152	147	§Acal 5p	148		L5.5	3.5	3.2	11.7
§280	F.P.	-	280	280	Anglesey Mining Units 5p	280		-	-	-	-
§130	F.P.	-	148	130	§Appleby Westward Grp 20p	148		L4.29	2.7	3.9	11.4
-	F.P.	-	24	7	*Beckenham Grp. Wrnts.	24		-	-	-	-
330	120	-	80	62½	British Petroleum	62½	-2	N12.5	1.5	6.1	13.6
§150	F.P.	-	166	158	Colorg 10p	166	+2	N4.0	3.4	3.2	9.5
§105	F.P.	-	116	110	Dauphin 5p	110	-5	L3.0	2.9	3.6	12.0
§95	F.P.	-	108	102	Eurocony 5p	102		N2.19	2.5	2.9	17.6
§165	F.P.	-	178	165	§Domestic & Gen Grp 10p	176		N6.2	1.8	4.7	12.5
§165	F.P.	1/7	181	178	§Everest Foods 10p	181		N5.5	3.0	4.1	11.1
-	F.P.	-	424	416	Gandalf Tech. Inc.	416		-	-	-	-
†	F.P.	-	105	90	Genoese Maker Hldgs. 10p	101		-	-	-	-
§100	F.P.	8/7	111	100	§HPC Group 12½p	111		W3.3	2.2	4.1	12.1
§125	F.P.	18/5	150	125	§Handley-Walker 5p	148		z3.3	2.4	3.0	16.3
§65	F.P.	-	73	64	§Harding Group 10p	67		z2.5	2.2	5.1	11.1
§150	F.P.	7/7	160	150	Herring Son & Daw Hldgs	151		L3.5	3.3	2.2	18.5
§125	F.P.	1/7	125	116	Isosaal Ind. 10p	120	+2	L4.0	3.1	4.4	9.6
†	F.P.	-	116	105	Jackson Group 10p	116		3.0	3.3	3.4	11.8
§100	F.P.	-	105	100	Needler Group	103		W4.8	2.1	4.2	11.3
†	F.P.	-	63	50	Page (Michael) Group 2p	54	-1	W1.5	3.2	3.2	13.2
165	F.P.	27/7	193	172	Prowting 20p	189	-2	W4.25	3.5	3.0	12.9
§135	F.P.	-	247	198	Reckitt (Thomas) Serv.	239	-1	z4.5	2.5	2.5	21.2
§130	F.P.	1/7	140	133	§Sanderson Electronics 5p	133		z2.9	2.8	3.9	12.2
§230	F.P.	3/6	240	230	Serco Group 5p	240		z7.0	3.1	3.0	11.0
§105	F.P.	-	119	111	Shaw (Arthur) 10p	112		L3.5	2.8	3.9	12.2
§	F.P.	-	181	173	§Southnews 5p	181		L4.2	3.3	3.1	10.9
§80	F.P.	-	96	80	§Tams (John) Group 10p	93		L3.3	2.0	4.7	12.6
†	F.P.	-	£28¼	£22⅝	Texas Instruments $1	£28¼	-¼	Q50.72	-	1.4	-
125	F.P.	1/7	134	128	Thermacut	132		z2.1	3.7	2.1	17.0
§140	F.P.	-	146	133	Waterman Partnership 10p	133	-4	N4.5	3.0	4.5	9.9
§145	F.P.	-	186	156	§Young Group 10p	171	-4	L4.3	2.8	4.8	9.7

FIXED INTEREST STOCKS

Issue Price £	Amount Paid up	Latest Renunc. Date	1988 High	1988 Low	Stock	Closing Price £	+ or -
100	F.P.	-	142½	129½	GA & M Group 10pc Cv. Un. Ln. 1998	140½	
100	F.P.	-	80	40	AMEC 6.5p CM Cv Pf	40	-½
100p	F.P.	-	115p	112p	Billingsgate City Secs. Cm Pf 1a	112p	
-	F.P.	-	107p	100p	Cooper (F J) 5p Cv Rd Prf 10p	101p	
§100p	F.P.	-	102p	100p	§Great Southern Grp. 6.75p Cm. Prf.	100p	-1
100p	F.P.	-	115p	107p	Johnson Grp Cleaners 7.5p Cv Pf	112p	
100p	F.P.	-	102	100	Marshalls Halifax 6.5pc Cv Cm Rd Pf	101	
-	F.P.	-	100	98¾	N'wide Ass. 8¼pc Bd. 30.5.99	98¾	-½
-	F.P.	-	100	99¼	Do. 9¼pc 30.6.99	99¼	-½
165	F.P.	-	112p	111p	Provuing B Rec Cm. Rd Prf. 2002	112p	
100p	Nil	-	3¼p	2½p	Saatchi & Saatchi 6¼pc Rd Pf 2003	3p	+¼
100p	F.P.	-	92p	90p	Selective Assets Eq. Un. Ln 2013	91p	
§100p	F.P.	-	102p	101p	Watmoughs 8¼pc Cm. Rd. Pf 2006	101½p	+½

"RIGHTS" OFFERS

Issue Price p	Amount Paid up	Latest Renunc. Date	1988 High	1988 Low	Stock	Closing Price p	+ or -
150	Nil	-	30pm	27pm	Control Techniques 10p	31pm	+1
50	Nil	-	9pm	5pm	Grand Central Inv Hldgs. 10p	5pm	
700	Nil	1/7	785pm	715pm	International Inc. Prop.	779pm	+1½
160	Nil	-	18pm	13pm	Select Appointments 5p	18pm	
110	Nil	-	7pm	2½pm	Kwik-Fit Hldgs. 10p	2½pm	
21	Nil	26/7	29pm	21pm	Telecentrix 5p	27pm	

z Annualised dividend. b Figures based on prospectus estimates. d Dividend rate paid or payable on part of capital, cover based on dividend on full capital. e Assumed dividend and yield. g Dividend and yield exclude special payment. n Forecast, or estimated annualised dividend rate, cover based on previous year's earnings. L Estimated annualised dividend cover and p/e based on latest annual earnings. M Dividend and yield based on Prospectus or other official estimates for 1989. N Dividend and yield based on prospectus or other official estimates for 1987. Q Gross. R Forecast annualised dividend, cover and p/e ratio based on prospectus or other official estimates. W Pro Forma figures. y Issued by tender. ♦ Offered to holders of ordinary shares as a "rights". † Introduction. §Placing price. ‡ Reintroduction. ♦ Issued in connection with reorganisation, merger or takeover. ‡ Allotment price. § Unlisted securities market. ¶ Official London listing. ** including warrants. ** Third Market.

FT – ACTUARIES WORLD INDICES

Jointly compiled by the Financial Times, Goldman, Sachs & Co., and Wood Mackenzie & Co. Ltd., in conjunction with the Institute of Actuaries and the Faculty of Actuaries

NATIONAL AND REGIONAL MARKETS	THURSDAY JUNE 23 1988					WEDNESDAY JUNE 22 1988			DOLLAR INDEX		
Figures in parentheses show number of stocks per grouping	US Dollar Index	Day's Change %	Pound Sterling Index	Local Currency Index	Gross Div. Yield	US Dollar Index	Pound Sterling Index	Local Currency Index	1988 High	1988 Low	Year ago (approx)
Australia (88)	147.65	−1.0	124.58	120.20	3.72	149.09	124.98	121.12	150.35	91.16	132.75
Austria (16)	85.31	−0.4	71.99	79.15	2.60	85.64	71.79	79.03	98.18	84.35	85.92
Belgium (63)	122.62	+1.6	103.46	113.54	4.43	120.73	101.21	111.35	139.89	99.14	120.97
Canada (125)	128.22	+0.6	108.20	111.79	3.01	127.52	106.90	111.73	128.22	107.06	127.44
Denmark (39)	129.95	+0.5	109.65	119.97	2.42	129.31	108.40	118.80	132.72	111.42	118.95
Finland (25)	134.00	−1.3	113.07	119.18	1.76	135.82	113.86	119.46	139.53	106.78	—
France (127)	96.12	+0.4	81.11	90.70	3.58	95.70	80.23	89.85	99.62	72.77	104.87
West Germany (99)	76.30	−0.6	64.38	70.85	2.62	76.77	64.36	71.00	80.79	67.78	96.60
Hong Kong (46)	109.17	+0.3	92.11	109.32	4.19	108.80	91.21	108.97	109.20	84.90	124.20
Ireland (18)	140.31	+1.7	118.40	131.28	3.61	137.97	115.66	128.45	141.54	104.60	129.76
Italy (102)	72.35	+0.3	61.05	71.59	2.81	72.16	60.49	71.02	81.74	62.99	99.52
Japan (456)	166.94	−0.4	140.87	135.76	0.53	167.58	140.49	136.28	177.27	133.61	147.54
Malaysia (36)	152.02	+0.9	128.28	151.52	2.40	150.64	126.28	149.77	152.02	107.83	171.11
Mexico (14)	169.25	−5.5	142.82	422.84	1.18	179.15	150.19	447.58	180.07	90.07	249.28
Netherland (38)	106.07	+0.0	89.50	97.40	4.75	106.06	88.92	96.89	110.66	95.23	121.14
New Zealand (21)	82.30	−0.7	69.45	61.76	5.93	82.92	69.51	61.35	84.05	64.42	98.63
Norway (25)	125.72	−0.3	106.08	110.19	2.74	126.04	105.66	109.74	132.23	98.55	137.26
Singapore (26)	122.29	+0.7	103.19	114.63	2.19	121.39	101.77	113.78	123.33	97.99	145.61
South Africa (60)	126.05	−1.5	106.37	86.11	5.11	128.02	107.32	85.71	139.07	118.16	156.80
Spain (42)	157.26	+0.1	132.70	140.46	3.09	157.08	131.69	139.89	164.47	130.73	121.54
Sweden (35)	120.18	+0.0	101.41	109.86	2.60	120.12	100.70	109.32	125.50	96.92	113.30
Switzerland (55)	81.72	+0.2	68.95	74.88	2.28	81.59	68.40	74.54	86.75	75.60	98.58
United Kingdom (327)	137.16	−0.6	115.73	115.73	4.27	137.96	115.66	115.66	141.18	123.09	148.93
USA (577)	112.01	−0.2	94.51	112.01	3.50	112.27	94.12	112.27	112.27	99.19	126.40
Europe (1011)	108.81	−0.2	91.81	96.93	3.69	109.06	91.43	96.63	110.82	97.01	121.42
Pacific Basin (673)	163.86	−0.4	138.27	133.90	0.73	164.49	137.90	134.41	172.26	130.81	146.04
Euro-Pacific (1684)	141.86	−0.3	119.70	119.14	1.65	142.34	119.33	119.33	147.53	120.36	136.23
North America (702)	112.87	−0.2	95.24	112.01	3.47	113.08	94.80	112.25	113.08	99.78	126.45
Europe Ex. UK (684)	91.22	+0.1	76.97	85.18	3.18	91.13	76.40	84.74	92.99	80.27	104.35
Pacific Ex. Japan (217)	126.78	−0.4	106.99	110.76	3.87	127.35	106.76	111.02	128.15	87.51	127.85
World Ex. US (1883)	141.26	−0.3	119.20	118.69	1.72	141.72	118.81	118.87	146.49	120.26	136.21
World Ex. UK (2133)	129.22	−0.3	109.04	116.40	2.10	129.56	108.62	116.64	131.77	111.77	130.74
World Ex. So. Af. (2400)	129.93	−0.3	109.64	116.54	2.28	130.31	109.24	116.76	132.39	113.26	132.20
World Ex. Japan (2004)	112.17	−0.2	94.65	106.57	3.58	112.43	94.25	106.61	112.43	100.00	125.15
The World Index (2460)	129.91	−0.3	109.62	116.33	2.30	130.30	109.23	116.54	132.38	113.37	132.35

Base values: Dec 31, 1986 = 100; Finland: Dec 31, 1987 = 115.037 (US $ Index), 90.791 (Pound Sterling) and 94.94 (Local).
Copyright, The Financial Times, Goldman, Sachs & Co., Wood Mackenzie & Co. Ltd.1987
Latest prices were unavailable for this edition.
Some French prices were not available on June 23.

FT-ACTUARIES INDICES

These Indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

	EQUITY GROUPS & SUB-SECTIONS	Friday June 24 1988						Thu Jun 23	Wed Jun 22	Tue Jun 21	Year ago (approx)	Highs and Lows Index			
												1988		Since Compilation	
	Figures in parentheses show number of stocks per section	Index No.	Day's Change %	Est. Earnings Yield% (Max.)	Gross Div. Yield% (Act at (25%))	Est. P/E Ratio (Net)	xd adj. 1988 to date	Index No.	Index No.	Index No.	Index No.	High	Low	High	Low
1	CAPITAL GOODS (208)	794.10	+0.1	9.89	3.90	12.58	12.32	793.59	793.26	784.38	955.31	794.18 24/6	706.80 8/2	1038.07 16/7/87	50.71 11/12/74
2	Building Materials (29)	1017.45	−0.8	10.82	4.08	11.38	15.99	1025.38	1022.84	1006.71	1241.68	1049.17 18/3	937.60 8/2	1381.88 16/7/87	44.27 11/12/74
3	Contracting, Construction (35)	1605.70	−0.3	10.25	3.34	12.76	25.92	1610.07	1603.77	1591.92	1718.29	1623.61 22/3	1385.83 4/1	1951.50 16/7/87	71.48 2/12/74
4	Electricals (12)	2103.15	−0.2	8.97	4.73	13.79	45.53	2108.39	2121.77	2096.52	2396.72	2121.77 22/6	1946.87 6/4	2733.45 20/7/87	84.71 25/6/62
5	Electronics (31)	1727.89	+1.4	9.57	3.17	13.56	18.75	1705.88	1715.97	1694.77	2126.52	1727.89 24/6	1423.66 9/2	2236.70 17/7/87	1229.81 8/10/85
6	Mechanical Engineering (56)	406.72	+0.2	9.57	4.28	13.05	7.10	405.95	405.25	402.91	505.35	406.72 24/6	367.20 8/2	544.57 14/10/87	45.43 5/1/75
8	Metals and Metal Forming (8)	476.16	−0.8	10.04	3.93	12.31	7.77	479.85	478.22	479.98	531.28	479.98 21/6	424.48 19/2	596.67 9/10/87	49.65 6/1/75
9	Motors (13)	283.52	−0.1	11.38	4.32	10.20	5.22	283.90	282.81	276.51	371.56	295.13 10/3	259.79 5/4	411.42 13/10/87	19.91 6/1/75
10	Other Industrial Materials (20)	1312.89	−0.3	8.99	4.29	13.20	21.24	1317.15	1311.44	1296.99	1553.93	1317.15 23/6	1191.01 8/2	1736.80 22/9/87	277.55 15/1/81
21	CONSUMER GROUP (187)	1103.27	−0.4	8.80	3.50	14.38	15.42	1107.97	1106.37	1096.15	1320.93	1107.97 23/6	996.55 8/2	1406.32 16/7/87	61.41 11/12/74
22	Brewers and Distillers (21)	1134.22	−0.3	10.49	3.56	11.97	15.78	1137.61	1137.81	1132.87	1198.64	1141.54 15/6	951.07 8/2	1269.35 16/7/87	69.47 13/12/74
25	Food Manufacturing (23)	994.31	−0.6	8.28	3.47	13.46	14.70	1000.12	990.39	982.55	1034.84	1000.12 23/6	803.48 6/4	1092.25 16/7/87	59.67 13/12/74
26	Food Retailing (16)	2029.32	−1.2	8.49	3.24	15.64	21.46	2054.93	2047.32	2033.40	2409.73	2179.42 10/3	1964.63 7/6	2649.96 16/7/87	54.25 11/12/74
27	Health and Household (12)	1865.65	−0.6	6.72	2.62	17.32	17.35	1875.98	1880.76	1856.30	2527.07	1927.94 10/3	1700.33 11/1	2699.85 16/7/87	175.38 28/5/80
29	Leisure (30)	1355.22	+0.4	7.81	3.55	16.36	18.36	1349.99	1353.85	1345.35	1374.81	1355.22 24/6	1342.19 4/1	1504.79 13/10/87	54.83 9/1/75
31	Packaging & Paper (17)	521.13	+0.4	9.28	3.86	13.68	9.15	519.19	519.24	509.91	703.85	524.57 4/3	473.11 6/4	739.48 16/7/87	43.46 6/1/75
32	Publishing & Printing (17)	3469.29	−0.2	8.16	4.38	15.45	70.60	3475.64	3463.26	3423.06	4362.69	3632.06 4/3	3265.99 25/4	5070.66 5/10/87	55.08 6/1/75
34	Stores (34)	820.72	−0.3	10.23	3.92	12.90	13.45	823.53	827.37	818.29	1080.16	859.85 28/1	789.39 10/2	1160.58 29/7/87	52.63 6/1/75
35	Textiles (17)	606.62	−0.6	11.28	4.48	10.40	10.99	610.30	599.77	590.26	790.89	620.72 27/4	546.27 19/2	914.52 2/10/87	62.66 11/12/74
40	OTHER GROUPS (92)	916.98	......	10.60	4.25	11.55	10.59	917.20	913.44	900.36	1117.22	917.20 23/6	834.42 8/2	1192.40 8/10/87	58.63 6/1/75
41	Agencies (19)	1190.15	−0.3	6.96	2.27	18.11	11.31	1193.46	1200.70	1180.53	1650.27	1219.82 18/3	1016.74 8/2	1795.57 17/7/87	870.35 4/12/87
42	Chemicals (20)	1097.42	......	11.04	4.48	11.07	22.14	1097.49	1085.04	1068.00	1407.17	1121.06 6/1	971.71 5/4	1545.46 5/10/87	71.20 1/12/74
43	Conglomerates (13)	1219.46	−0.5	10.36	4.36	11.09	16.27	1226.17	1226.64	1215.63	1429.25	1226.64 22/6	1095.37 4/1	1547.81 8/10/87	975.19 18/11/87
45	Shipping and Transport (12)	1935.47	−0.4	11.22	4.62	11.92	34.04	1943.54	1940.16	1918.14	2268.49	1992.59 23/3	1710.96 4/1	2497.85 16/7/87	90.80 29/6/62
47	Telephone Networks (2)	999.85	+0.8	11.14	4.43	11.65	0.00	991.49	981.86	963.23	1134.62	999.85 24/6	880.24 12/1	1274.14 9/6/87	517.92 30/11/84
48	Miscellaneous (26)	1186.21	−0.6	11.08	4.33	10.25	20.25	1192.79	1196.65	1181.33	1521.36	1217.48 23/3	1096.28 19/5	1773.70 5/10/87	60.39 6/7/75
49	INDUSTRIAL GROUP (487)	983.74	−0.2	9.58	5.01	13.02	13.48	985.59	983.72	972.77	1184.81	985.59 23/6	887.00 8/2	1268.86 16/7/87	59.01 13/12/74
51	Oil & Gas (13)	1849.44	−0.8	10.82	5.73	11.88	39.00	1863.67	1873.19	1881.96	2274.07	1881.96 21/6	1699.17 11/2	2458.68 16/7/87	87.23 29/5/62
59	500 SHARE INDEX (500)	1057.09	−0.3	9.75	4.08	12.85	13.67	1059.94	1058.98	1049.56	1277.27	1059.94 23/6	958.79 5/2	1369.88 16/7/87	63.49 13/12/74
61	FINANCIAL GROUP (122)	713.52	−0.4	–	4.70	–	14.82	716.50	717.59	708.54	817.07	720.68 14/6	630.02 8/2	896.67 13/10/87	55.88 13/12/74
62	Banks (8)	684.19	+0.2	20.80	5.95	6.44	18.83	682.93	685.78	672.95	837.04	694.27 4/3	610.26 7/4	898.38 16/7/87	62.44 12/12/74
65	Insurance (Life) (8)	1024.64	−0.9	–	4.89	–	24.97	1033.80	1036.49	1025.26	1147.91	1072.44 10/6	938.43 9/2	1285.72 9/10/87	44.88 2/1/75
66	Insurance (Composite) (7)	558.81	−1.3	–	5.30	–	13.82	565.37	565.14	560.17	612.51	567.92 10/6	483.43 8/2	707.58 13/10/87	43.96 13/12/74
67	Insurance (Brokers) (7)	1011.29	−0.4	9.53	6.30	13.56	51.54	1014.93	1007.87	971.34	1270.48	1014.93 23/6	823.41 6/4	1399.56 17/7/87	65.86 16/12/74
68	Merchant Banks (11)	361.36	−0.6	–	3.91	–	5.94	363.60	367.79	367.94	401.37	378.23 9/6	334.73 5/4	547.59 12/10/87	51.21 7/1/75
69	Property (51)	1251.53	−0.3	4.84	2.58	26.41	13.17	1255.50	1253.90	1241.58	1288.23	1258.31 13/6	975.44 4/1	1174.86 16/7/87	56.81 20/4/65
70	Other Financial (30)	386.77	−0.4	10.03	4.87	12.39	8.24	388.43	388.41	385.56	525.72	401.37 22/3	370.51 8/2	603.48 16/7/87	33.29 17/12/74
71	Investment Trusts (78)	911.49	−0.3	–	2.97	–	11.48	911.98	909.33	898.39	1087.67	913.98 23/6	784.91 4/1	1207.90 5/10/87	71.12 11/12/74
81	Mining Finance (2)	542.26	−2.5	8.91	3.47	12.69	8.12	556.12	551.92	545.93	503.41	556.12 23/6	385.04 8/2	727.93 5/8/87	66.31 30/9/74
91	Overseas Traders (8)	1165.86	+0.2	9.96	4.80	13.80	27.88	1162.99	1148.40	1138.47	1071.54	1165.86 24/6	969.88 4/1	1364.12 13/10/87	97.37 6/1/75
99	ALL-SHARE INDEX (718)	967.61	−0.3	–	4.14	–	15.25	970.75	969.90	960.57	1151.76	970.75 23/6	870.19 8/2	1238.57 16/7/87	61.92 11/12/74
		Index No	Day's Change	Day's High	Day's Low	Jun 23	Jun 22	Jun 21	Jun 20	Jun 17	Year ago				
	FT-SE 100 SHARE INDEX ♦	1871.3	−7.6	1875.4	1863.9	1878.9	1879.3	1860.1	1844.0	1850.1	2291.3	1879.3 22/6	1694.5 8/2	2443.4 16/7/87	986.9 23/7/84

FIXED INTEREST

	PRICE INDICES	Fri Jun 24	Day's change %	Thu Jun 23	xd adj. today	xd adj. 1988 to date
	British Government					
1	5 years	121.79	−0.22	122.06	–	5.51
2	5-15 years	137.47	−0.39	138.01	–	7.09
3	Over 15 years	147.13	−0.40	147.71	–	6.88
4	Irredeemables	163.00	−0.89	165.34	–	6.31
5	All stocks	134.89	−0.34	135.35	–	6.55
	Index-Linked					
6	5 years	127.30	−0.04	127.35	–	1.12
7	Over 5 years	120.11	−0.59	120.82	–	1.72
8	All stocks	120.53	−0.53	121.18	–	1.67
9	Debentures & Loans	118.22	−0.40	118.69	–	5.94
10	Preference	93.52	−0.43	93.92	–	3.31

	AVERAGE GROSS REDEMPTION YIELDS		Fri Jun 24	Thu Jun 23	Year ago (approx.)	1988 High	1988 Low
	British Government						
1	Low	5 years	9.22	9.10	0.00	9.22 24/6	0.30 10/4
2	Coupons	15 years	9.41	9.35	8.99	9.83 13/1	8.90 18/4
3		25 years	9.19	9.14	9.01	9.57 13/1	8.82 18/4
4	Medium	5 years	9.71	9.59	9.13	9.85 13/1	0.75 10/4
5	Coupons	13 years	9.60	9.54	9.22	10.01 13/1	9.12 15/3
6		25 years	9.40	9.33	9.22	9.79 13/1	8.99 14/3
7	High	5 years	9.78	9.66	9.20	9.94 13/1	0.84 18/4
8	Coupons	15 years	9.76	9.69	9.35	10.16 13/1	9.26 15/3
9		25 years	9.48	9.41	9.13	9.82 13/1	9.03 15/3
10	Irredeemables†		9.30	9.25	8.99	9.51 13/1	8.65 18/4
	Index-Linked						
11	Inflation rate 5%	5yrs.	2.78	2.74	2.58	3.08 8/1	2.09 30/3
12	Inflation rate 5%	Over 5 yrs.	3.87	3.83	3.79	4.27 13/1	3.67 13/4
13	Inflation rate 10%	5 yrs.	1.76	1.71	2.24	3.59 13/1	1.09 30/3
14	Inflation rate 10%	Over 5 yrs.	5.70	3.65	3.72	4.37 13/1	3.50 20/4
15	Debs &	5 years	10.37	10.31	9.79	11.08 13/1	10.16 24/5
16	Loans	15 years	10.76	10.71	10.09	11.07 1/1	10.51 19/4
17		25 years	10.80	10.74	10.20	11.11 1/1	10.51 19/4
18	Preference†		9.58	9.54	10.15	10.84 4/1	9.54 22/6

♦Opening Index 1872.0; 10 am 1864.2; 11 am 1869.7; Noon 1872.5; 1 pm 1872.9; 2 pm 1873.0; 3 pm 1873.9; 3.30 pm 1873.4; 4 pm 1869.1

CONSTITUENT CHANGES: Walmoughs (Holdings)(32) has been inserted, Stanley (A.G.) Holdings(34) and Crescent Japan Tst.(71) have been deleted.

Equity section or group	Base date	Base value	Equity section or group	Base date	Base value	Equity section or group	Base date	Base value
Agencies	31/12/86	1114.07	Overseas Traders	31/12/74	100.00	Mining Finance	29/12/67	100.00
Conglomerates	31/12/86	1114.07	Mechanical Engineering	31/12/71	153.84	All Other	10/4/62	100.00
Telephone Networks	30/11/84	517.92	Industrial Group	31/12/70	128.20	British Government	31/12/75	100.00
Electronics	30/12/83	1646.65	Other Financial	31/12/70	128.06	Do. Index-linked	30/4/82	100.00
Other Industrial Materials	31/12/80	287.41	Food Manufacturing	29/12/67	114.13	Debs & Loans	31/12/77	100.00
Health/Household Products	30/12/77	261.77	Food Retailing	29/12/67	114.13	Preference	31/12/77	76.72
Other Groups	31/12/74	63.75	Insurance Brokers	29/12/67	96.67	FT-SE 100 Index	30/12/83	1000.00

† Flat yield. A list of constituents is available from the Publishers, The Financial Times, Bracken House, Cannon Street, London EC4P 4BY, price 15p, by post 32p

TRADING VOLUME IN MAJOR STOCKS

The following is based on trading volume for Alpha securities dealt through the SEAQ system yesterday until 5 pm.

Stock	Volume 000's	Stock	Volume 000's	Stock	Volume 000's
ASDA Group	308	General Accident	784	Prudential	910
Allied-Lyons	414	General Elect.	32,000	Racal	4,000
Amstrad	810	Glaxo	978	Rank Org.	294
Argyll Group	896	Globe Investment	883	RMC	184
Assoc. Brit. Foods	1,100	Granada	752	RHM	762
BAA	470	Grand Met	1,300	Reckitt & Colman	283
BAT	1,700	GUS "A"	81	Redland	315
BET	1,400	Guardian R.E.	146	Reed Intl.	647
BICC	95	GKN	628	Reuters "B"	911
BOC	1,800	Guinness	2,700	RTZ	2,400
BPB Inds	459	Hammerson	55	Rolls-Royce	3,000
BTR	1,400	Hanson	7,500	Rothmans "B"	1,100
Barclays	1,600	Hawker Siddeley	192	Rowntree	140,000
Bass	195	Hillsdown Holdings	303	Ryl Bank Scotland	722
Beecham	839	IMI	1,400	Royal Insurance	396
Blue Arrow	2,900	ICI	1,600	STC	1,400
Blue Circle	357	Inchcape	285	Saatchi & Saatchi	1,100
Boots	5,600	Jaguar	1,900	Sainsbury	359
Brit. Airways	1,000	Ladbroke	1,400	Scott & Newcastle	1,600
Brit. Aerospace	2,100	Land Securities	841	Sears	4,900
Brit. & Comm.	4,800	Laporte	105	Shell Transport	819
British Gas	5,600	Legal & General	1,500	Smith & Nephew	910
BP	5,000	Lloyds Bank	1,200	Standard Chartered	112
Brit. Telecom	4,300	LASMO	480	Storehouse	822
Burmah Oil	690	Lonrho	456	Sun Alliance	195
Burton	175	Lucas	555	T & N	410
Cable & Wireless	4,900	MEPC	176	TSB	2,400
Cadbury Schweppes	7,700	Marks & Spencer	676	Tarmac	1,000
Coats Viyella	421	Maxwell Comm.	511	Tesco	2,400
Commercial Union	2,200	Metal Box	3,700	THORN EMI	355
Cons. Gold	525	Midland Bank	2,400	Trafalgar House	2,800
Cookson	256	NatWest Bank	1,600	Trusthouse Forte	6,200
Courtaulds	173	Next	1,500	Ultramar	7,900
Dalgety	1,000	Northern Foods	1,300	Unilever	274
Dee Corporation	3,700	Pearson	51	United Biscuits	2,300
Dixons	7348	Pearl Group	153	Wellcome	171
English China Clays	289	P & O	1,300	Whitbread "A"	578
Enterprise Oil	1,100	Pilkington	2,000	Williams Holdings	284
FKI Babcock	1,400	Plessey	4,100	Wimpey	288
Fisons	1,300			Woolworth	621

ECONOMIC DIARY

TODAY: Final day of annual meeting of economic ministers of South Korea and Taiwan in Seoul.

TOMORROW: Mr Kenan Evren, Turkish Prime Minister, begins state visit to the US.

MONDAY: Financial Times conference "Telecommunications and the European business market" at Hotel Inter-Continental, London (until June 28). Personal income and expenditure (first quarter). Industrial and commercial companies (first quarter). Balance of payments current account and overseas trade figures (May). NUM annual conference in Great Yarmouth (until July 1). NUR annual conference in Swansea (until July 8). Confederation of Health Service Employees annual conference in Blackpool (until July 1). European Community summit meeting in Hanover (until June 28). Mr Nigel Lawson, Chancellor of the Exchequer, attends "The Second London Conference on Privatization" at the Queen Elizabeth II Centre in London (until June 28). EDU Committee on European structures convenes in Mainz to discuss a manifesto for the elections to the European Parliament in 1989 and a policy paper on European agricultural policy.

TUESDAY: Communist Party conference in Moscow to discuss future of Gorbachev's reforms. European nuclear disarmament meeting in Lund (until July 2).

WEDNESDAY: London sterling certificates of deposit (May). Bill turnover statistics (May). UK banks' assets and liabilities and the money stock (May). Sterling commercial paper (May). New vehicle registrations (May). European Community research council meets in Luxembourg.

THURSDAY: Energy trends (April). European Community telecommunications council meets in Luxembourg. Bundesbank council meeting.

FRIDAY: Engineering indices of production and orders (April).

EUROPEAN OPTIONS EXCHANGE

Series		Aug. 88 Vol	Aug. 88 Last	Nov. 88 Vol	Nov. 88 Last	Feb. 89 Vol	Feb. 89 Last	Stock
GOLD C	$440	13	14 A	233	25	–	–	$443.50
GOLD C	$460	241	6	12	15.50	13	23	$443.50
GOLD C	$480	54	2.20	75	8	12	16	$443.50
GOLD P	$430	20	1.40 B	12	4 B	46	6	$443.50
GOLD P	$440	22	6 B	110	9 B	20	11 B	$443.50
GOLD P	$460	144	17	7	18 B	5	20	$443.50
		Jul. 88		Aug 88		Sep 88		
EOE Index C	Fl. 200	79	29.50	–	–	–	–	Fl. 229.45
EOE Index C	Fl. 210	128	20 B	9	20	–	–	Fl. 229.45
EOE Index C	Fl. 215	68	15.50	–	–	–	–	Fl. 229.45
EOE Index C	Fl. 220	272	10.80	12	12.70	82	13.50	Fl. 229.45
EOE Index C	Fl. 225	300	8	5	9.50 B	8	11.50	Fl. 229.45
EOE Index C	Fl. 230	385	4.40	128	8 B	1	8.50	Fl. 229.45
EOE Index P	Fl. 215	107	0.90	24	5.20	–	–	Fl. 229.45
EOE Index P	Fl. 220	85	1.50	12	4.50	–	–	Fl. 229.45
EOE Index P	Fl. 225	78	2.90	13	6.20	15	8.50	Fl. 229.45
EOE Index P	Fl. 230	80	4.90	63	8.50	–	–	Fl. 229.45
S/Fl C	Fl. 180	–	–	–	–	35	22.80	Fl. 203.30
S/Fl C	Fl. 190	73	13	5	12.50 B	55	13	Fl. 203.30
S/Fl C	Fl. 195	15	8.20	1033	8	114	8.20	Fl. 203.30
S/Fl C	Fl. 200	98	5.30	77	4.20 B	94	4.50	Fl. 203.30
S/Fl C	Fl. 205	43	1	133	2.40	112	2.50	Fl. 203.30
S/Fl C	Fl. 210	–	–	20	0.90	55	1	Fl. 205.50
S/Fl P	Fl. 195	2	0.30	100	1	4	1.70	Fl. 203.30
S/Fl P	Fl. 200	42	1.50	–	–	17	3.50	Fl. 203.30
		Jul. 88		Oct. 88		Jan. 89		
ABN C	Fl. 40	1541	2.70	721	5.60	88	4.20	Fl. 42.70
ABN P	Fl. 45	6	2.50	285	4	12	4.50 B	Fl. 42.70
AEGON C	Fl. 90	33	0.90	138	5	4	4.50	Fl. 86.60
AEGON P	Fl. 80	–	–	73	2	–	–	Fl. 86.60
AHOLD C	Fl. 80	187	3.50	301	6.40	8	7.20	Fl. 82
AHOLD P	Fl. 70	150	0.10	–	–	–	–	Fl. 82
AKZO C	Fl. 120	828	6.40	455	13 A	112	12.60	Fl. 125.20
AKZO P	Fl. 120	33	1.10	113	4	10	6.20	Fl. 125.20
AMEV C	Fl. 55	92	1.50	61	5.10	4	4.10	Fl. 54.50
AMEV P	Fl. 55	36	1.70	3	3.50	–	–	Fl. 54.50
AMRO C	Fl. 65	1326	8	131	8.40 A	–	–	Fl. 72.80
AMRO P	Fl. 70	11	0.50	39	2.80	2	3.90	Fl. 72.80
BUHRMANN-T C	Fl. 50	144	1.80	208	4.20	10	5.50 B	Fl. 51.50
ELSEVIER C	Fl. 55	284	3.90	54	6.40	7	7.70	Fl. 58.20
ELSEVIER P	Fl. 45	–	–	55	0.60	–	–	Fl. 58.20
GIST-BROC. C	Fl. 40	40	0.40 A	429	1.50	25	2.30	Fl. 35.10
GIST-BROC. P	Fl. 35	66	1.10	93	2.80	14	5.40 A	Fl. 35.10
HEINEKEN C	Fl. 140	256	4.60	93	8.70	–	–	Fl. 143.70
HOOGOVENS C	Fl. 50	525	1.40	390	3.50	162	4.90	Fl. 48
HOOGOVENS P	Fl. 45	–	–	97	2.70	12	3.70	Fl. 48
KLM C	Fl. 40	596	0.50	197	1.60	219	2.60	Fl. 37.50
KLM P	Fl. 40	92	2.80	308	4.80	20	5.60	Fl. 37.30
KNP C	Fl. 150	148	5.70	56	10.50	9	14	Fl. 153.50
NEDLLOYD C	Fl. 250	315	7.50	98	19	3	21 B	Fl. 248
NEDLLOYD P	Fl. 250	115	9	32	17	–	–	Fl. 248
NAT.NED. C	Fl. 60	1528	5.20	453	5	18	7	Fl. 62.80
NAT.NED. P	Fl. 60	39	0.40	51	2.80	5	3.30	Fl. 62.80
PHILIPS C	Fl. 30	3191	2.80 A	1138	4.10	203	4.70	Fl. 32.70
PHILIPS P	Fl. 30	177	0.30	56	1.20	41	1.80	Fl. 32.70
ROYAL DUTCH C	Fl. 240	344	0.90 B	598	4.50	14	7	Fl. 231.80
ROYAL DUTCH P	Fl. 220	123	0.50	53	4.90 A	9	7.20	Fl. 231.80
UNILEVER C	Fl. 120	57	0.40	465	2.70	12	4.50	Fl. 110.30
UNILEVER P	Fl. 100	83	0.40	33	2.10	2	5.30 B	Fl. 110.30
WESSANEN C	Fl. 75	4	2	46	4.50	5	6	Fl. 75.20

TOTAL VOLUME IN CONTRACTS : 63,796

A=Ask B=Bid C=Call P=Put

BASE LENDING RATES

	%
ABN Bank	9
Adam & Company	9
AAB - Allied Arab Bk	8½
Allied Irish Bank	9
Henry Ansbacher	9
ANZ Banking Group	9
Associates Cap Corp	10
Authority Bank	9
B & C Merchant Bank	9
Banco de Bilbao	9
Bank Hapoalim	9
Bank Leumi (UK)	9
Bank Credit & Comm	9
Bank of Cyprus	9
Bank of Ireland	8½
Bank of India	9
Bank of Scotland	9
Banque Belge Ltd	9
Barclays Bank	8½
Benchmark Bank PLC	9
Berliner Bank AG	9
Brit Bk of Mid East	9
● Brown Shipley	9
Business Mtge Tst	9½
CL Bank Nederland	9
Central Capital	9
● Charterhouse Bank	9
Citibank NA	9
City Merchants Bank	9
Clydesdale Bank	9
Comm. Bk. N. East	9
Co-operative Bank	*9
Coutts & Co	9
Cyprus Popular Bk	9
Dunbar Bank PLC	9
Duncan Lawrie	9
Equatorial Bank plc	9
Exeter Trust Ltd	9½
Financial & Gen. Sec.	8½
First National Bank Plc	8½
● Robert Fleming & Co.	9
Robert Fraser & Ptnrs.	10
Girobank	9
Grindlays Bank	9
● Guinness Mahon	9
HFC Bank PLC	9
● Hambros Bank	9
Heritable & Gen Inv Bk	9
● Hill Samuel	§9
C. Hoare & Co.	9
Hongkong & Shangh	9
Lloyds Bank	9
Meghraj Bank Ltd	9
Midland Bank	8½
Mount Bnkg Corp.	9
Nat Bk. of Kuwait	9
NatWestminster	9
Northern Bank Ltd	9
Norwich Gen. Trust	9
PK Finans. Intl(UK)	9
Provincial Bank PLC	10
R. Raphael & Sons	9
Roxburghe G'rantee	9½
Royal Bk of Scotland	8½
Royal Trust Bank	9
Smith & Williams Secs.	9
Standard Chartered	9
TSB	9
UDT Mortgage Exp	‡9.4
United Bk of Kuwait	9
United Mizrahi Bank	9
Unity Trust Bank Plc	9
Western Trust	9
Westpac Bank Corp.	9
Whiteaway Laidlaw	9½
Yorkshire Bank	9

● Members of British Merchant Banking & Securities Houses Association. * 7 day deposits 3.46% Savewise 6.66%. Top Tier-£10,000+ Instant access 8.53% ‡ Mortgage base rate. § Demand deposit 3.91%. Mortgage 9.125% - 9.5%

ISLE OF MAN

Please note this survey will now be published on:-

Friday 29th July 1988

For further details please contact:

BRIAN HERON
on 061 834 9381

or write to him at:

Alexandra Buildings, Queen Street,
Manchester, M2 5LF
Telex: 666813
Fax: 061 832 9248

The size, contents and publication dates of Financial Times surveys are subject to change at the discretion of the Editor

FINANCIAL TIMES
EUROPE'S BUSINESS NEWSPAPER

INTERNATIONAL COMPANIES AND FINANCE

Ferruzzi to complete META deal soon

BY ALAN FRIEDMAN IN MILAN

MR RAUL GARDINI, chairman of the Ferruzzi agri-industrial and Montedison chemicals groups, yesterday forecast that the share transaction which will see a profitable Montedison financial services subsidiary transferred to Ferruzzi should be completed before the end of August.

Speaking at a Montedison shareholders' meeting, Mr Gardini said the deal, involving the transfer of Iniziativa META to the unquoted Ferruzzi, was awaiting formal approval by the Bank of Italy and Treasury. Ferruzzi would then be quoted on the Milan bourse.

Aides to Mr Gardini said the likely sale of Standa, a leading retailing subsidiary of META, would not affect the terms of the Ferruzzi/META deal, which calls for META shareholders to receive 15 Ferruzzi shares for every four of META.

Standa is expected to be sold to Mr Silvio Berlusconi, the private-television magnate.

Mr Gardini's aides said because Standa was a valuable asset within META, appropriate changes would be made in the holdings of Ferruzzi to maintain the terms of the original share deal.

Mr Gardini also said that Montedison's Ausimont subsidiary was negotiating the sale of Heuga, a carpet-tile subsidiary. Morgan Stanley is advising Montedison on the probable disposal of Ausimont, which is quoted on the New York Stock Exchange. It is thought the subsidiary could realise up to L1,000bn ($755m).

Montedison's aim is to halve its borrowings of L7,990bn by means of asset sales, the Ferruzzi/META deal and the transfer of a sizeable proportion of debts to a joint venture chemicals company currently being formed with Enichem, the state chemicals group.

Intel admits defeat over fight for ASIC chip sales

BY LOUISE KEHOE IN SAN FRANCISCO

IN A startling admission of defeat, Intel Corporation, one of the leading US semiconductor manufacturers, yesterday revealed disappointing results from its three-year effort to win a large share of the market for semi-custom application specific (ASIC) chips. It also announced a planned reorganisation, with retrenchments.

ASIC chips, tailored to meet the needs of individual customers, are one of the fastest growing sectors of the semiconductor market, with 1988 sales expected to total about $5bn. This is forecast to grow to more than $9bn, or 20 per cent of the semiconductor market, by the early 1990s.

As a late entrant into the ASIC market, Intel had hoped to capitalise on its strengths in microprocessors and related chips to create a new business unit addressing the ASIC market.

Yesterday, however, the company said its ASIC sales totalled just $25m in fiscal 1987 and would not meet its target of $75m this year. The company has yet to *profit from its ASIC sales.*

Intel now plans a gradual withdrawal from the market for "gate-arrays," the most widely used form of ASICs.

The fiercely competitive gate-array market is dominated by Japan's Fujitsu, Toshiba and NEC, with combined 1987 sales of close to $1bn. Gate-array prices had "declined much faster than we anticipated," Intel said.

Others in the US semiconductor industry have accused Japanese producers of driving gate-array prices down through illegal dumping, but yesterday Intel declined to comment on who was to blame for the "miserable pricing" in the market.

"Rather than trying to play catch up in gate-arrays, we will focus on cellular chips," Intel said. Cellular chips allow a combination of functions to be selected by customers from a menu of standard cells.

Intel's primary advantage in this market is its ability to include popular microprocessors in that menu, offering computer manufacturers the ability to customise standard microprocessors with features that differentiate their products.

US market admits new primary dealers

By Janet Bush in New York

THE FEDERAL Reserve Bank of New York yesterday admitted three new primary dealers *to the US Treasury bond market*, including S.G. Warburg Securities.

The other two new dealers* are Dillon, Read & Co and Wertheim Schroder, both US *companies.

S.G. Warburg is the fourth British company to be made a *primary dealer in US bonds.* The others are Kleinwort Benson Government Securities, *Lloyds Government Securities,* admitted last December, and Midland Montagu Securities.

S.G. Warburg *started trading* US Treasury bonds in June 1986, and has about 12 traders *and 15 sales personnel in its* New York office.

Mr Peter Bass, managing *director and head of fixed* income in New York, said: "The US Treasury market is an *integral part of* Warburg's fixed-income business."

Warburg has a leading mar*ket-making operation in the* British gilt-edged market and is one of the most active UK *securities houses in the Japa*nese government bond market, where it is a member of the Japanese government's bond syndicate.

Newmont Gold output set-back

By Kenneth Gooding, Mining Correspondent

NEWMONT GOLD, which aims *to become the biggest* gold producer in North America, has announced a 10 per cent cut in *projected output this year.*

The company, whose parent group is 49 per cent owned by *Consolidated Gold Fields,* the London-based mining and industrial concern, says that it now expects to produce about 830,000 troy ounces of gold this year, compared with previous estimates in its five-year plan of 926,000 oz.

It blames the set-back on start-up delays at facilities on the Carlin Trend in Nevada.

Last year the company produced 589,000 oz.

BHP exceeds forecast with 14.6% increase

BY CHRIS SHERWELL IN SYDNEY

BROKEN HILL Proprietary (BHP), Australia's largest company, yesterday reported a better-than-expected rise in earnings for the year to May, helped by increased sales across all divisions and significant productivity improvements.

Reversing last year's fall, the steel, petroleum and minerals group, under Mr Brian Loton, chief executive, announced a net profit attributable to shareholders before extraordinary items of A$940m (US$770.5m), up 14.6 per cent from the previous year's A$820m.

Sales and other revenues rose to A$11.3bn from A$9.4bn, in *spite of lower prices among some* commodities during most of the year.

Of the group's main activities, only steel showed lower earnings than the previous year, down eight per cent to A$185m. This was mainly due to difficulties associated with new plant commissionings, but analysts said the figures were better than anticipated and suggested that fourth-quarter improvements in profitability augured well for the current year.

Another significant negative influence on earnings was the appreciation of the Australian dollar against the US dollar. About 53 per cent of BHP's sales are denominated in US dollars, and the Australian currency's value rose from 66 US cents on average last year to 72 US cents. The trend looks like continuing in the current year.

Despite this, BHP Petroleum's profit before minorities and extraordinaries increased 25 per cent to A$364m. Increased volumes from the Timor Sea, including a full year's output from the developing Jabiru field, more than overcame a three per cent decline in Bass Strait production and increased exploration spending.

Brian Loton: chief exective

In minerals, too, BHP-Utah Minerals International recorded a 12 per cent increase in profit to A$369m. Although lower US dollar prices and a firm exchange rate hurt the group's coal and iron ore operations, this was offset by volume increases and by improved conditions for gold, aluminium, copper, manganese and ferro-alloys.

Yesterday's figures also showed improved results from BHP's corporate division.

Analysts said this was chiefly responsible for the disparity between their forecasts and the actual figures. One reason is an improved result from the Transport group, but there were apparently benefits associated with BHP's complex A$2.7bn capital restructuring.

The results show up the fourth-quarter impact of BHP's heavy borrowings and significant asset disposals *to fund this* restructuring, which was designed to neutralise the destabilising influence of Bell Resources and Elders IXL.

The two companies between them owned almost half of BHP. Under BHP's agreement with them earlier this year, Bell Resources reduced its stake to 10 per cent through a A$2.1bn sale of its shares *to BHP,* and Elders put its holding in a friendly joint venture to which BHP contributed A$575m in equity.

The result is that BHP's interest expenses for the year were A$540m, 20 per cent *higher than* last year. On the other hand, it also realised a total of A$686m in cash from the sale of non-core assets.

Rheinmetall to boost foreign production

BY DAVID MARSH IN BONN

RHEINMETALL, THE West German engineering and weapons *group, is trying to build up* foreign production in vehicle components to satisfy its client car *companies' demands for cheaper* non-German production.

The news of fresh diversifica*tion efforts in the US* and the rest of Europe came as Rheinmetall reported a group net profit of *DM63.8m ($35.8m),* down from DM71.9m in 1986.

As already announced, the *company is raising its dividend* for 1987 to DM3.50 from DM3 on ordinary shares and to DM9.50 from DM9 on preference shares.

The dividend increase, which *seems aimed at increasing gen*eral confidence in Rheinmetall's prospects, comes in spite of a fall *in earnings per share last year,* to DM16.6 from DM21.6 in 1986.

Mr Hans Brauner, chairman, has given a cautious view of developments so far this year. He told a press conference that group turnover in the first five months rose 2 per cent to DM1.1bn, but he declined to give any precise forecast of likely results.

Last year, consolidated turnover rose only 0.3 per cent to DM2.99bn, with 39 per cent of *turnover made up of engineering,* 25 per cent car components and 36 per cent defence technology.

Results were affected by continuing DM16m of losses at the Pierburg car components subsidiary, where cost pressures would require the pruning of a further 400 jobs.

The group's defence subsidiary made net profits of DM27.3m last year, down from DM30m in 1986, while Jagenberg, its machinery unit, showed earnings of DM35.8m, against DM17m the previous year.

Referring to competition in the components area, Mr Brauner complained that West Germany was in *danger of losing flexibility* in manufacturing production as a result of rigid working patterns and *regulations.*

He said that among leading car makers, Opel, Ford and Volkswagen were all *asking West German* component suppliers to provide more sourcing from countries like Spain, where labour costs were one-third *lower* than in Germany.

Turnover at AEG climbs 11%

By Haig Simonian in Frankfurt

TURNOVER AT AEG, the West German electrical and electronics company, rose 11 per cent to DM4.7bn ($2.6bn) in the first five months of this year, according to Mr Heinz Dürr, the chief executive.

Mr Dürr said at the shareholders' meeting yesterday that the *main impetus* for *higher sales* this year would once again come from Germany. However, new order levels in the first five months had risen by 6 per cent to DM5.15bn, with the biggest increase – by 8 per cent to DM1.93bn – coming from abroad. Domestic new orders were 4 per cent higher at DM3.22bn.

The company is expecting a further increase in sales and new orders for the year as a whole, Mr Dürr said. As a result, fixed investment was likely to increase above last year's level to about DM750m. Spending on research and development and on training were also likely to rise in line with higher sales.

Mr Dürr referred to the co-operative agreement between Daimler-Benz, which is trying to buy the minority of AEG shares it does not already own, and said AEG would increase its co-operation within the Daimler group.

Strong clothing sales and higher margins lift Isetan

BY CLAY HARRIS IN TOKYO

HIGHER MARGINS and strong sales of clothing enabled Isetan, the Japanese department store group, to lift pre-tax profits 17.5 per cent to Y7.2bn ($55.9m) in the six months to May 31.

The advance was achieved on turnover 6.4 per cent ahead at Y174.8bn. Isetan said it expected personal consumption to remain firm in the second half.

Kubota, the farm equipment and building products company, reported a 41 per cent rise in consolidated pre-tax profits to Y37.6bn for the 11½ months to March 31. The result is in line with parent company figures announced last month.

The turnover increase was limited to 0.3 per cent as exports – especially of pipe and industrial castings and machinery – declined by 13.2 per cent.

Snow Brand Milk, Japan's largest dairy products group, said consolidated pre-tax profits for the year to March 31 had increased by 23.5 per cent to Y20.5bn.

Essex Chemical granted temporary bid injunction

BY JAMES BUCHAN IN NEW YORK

ESSEX CHEMICAL, the New Jersey-based maker of sealants, adhesives and drugs which has rejected a $225m offer from Gurit-Heberlein of Switzerland, yesterday won breathing space when a local court granted a temporary injunction against the Swiss offer.

The US district court of New Jersey enjoined the Swiss chemicals group from proceeding with its $30-a-share tender offer, acquiring Essex shares or disclosing non-public information.

Essex sued Gurit-Heberlein, alleging that the company broke US securities laws by using "material non-public information" obtained from a joint venture with Essex in Europe.

Yesterday the court ordered Essex to go to arbitration in London to determine if Gurit-Heberlein could disclose certain information from the joint venture.

Essex says it is pursuing alternatives to the Gurit-Heberlein bid, including selling the company in its entirety or in part.

WORLD COMMODITIES PRICES

Week in the Markets

A DOWNTURN in the London Metal Exchange's pace-making aluminium market this week signalled something of a change of sentiment for other base metals which had been rising in sympathy.

Cash high grade aluminium, which two weeks ago reached a record $4,205 a tonne, ended the week $805 down at $2,910 a tonne. In its wake cash grade A copper was trimmed by £49 from Wednesday's close to end the week £66.50 up on balance at £1,399 a tonne; cash lead saw early gains wiped out and ended £10 lower at £366 a tonne; cash zinc fell £42.50 from Wednesday's 3-year high of £824 a tonne; and cash nickel's 3-day rise of $1,050 a tonne was eliminated by an aggregate fall of $1,650 on Thursday and Friday. The dollar's strength was another important factor in the falls.

Yesterday analysts were still making up their minds about the significance of aluminium's downturn.

Some, like Stephen Briggs of Shearson Lehman Hutton's London metals team, saw it as rather more than a technical correction and were anticipating the *announcement of* a very large rise in LME warehouse stocks on Monday. Aluminium prices had snow-balled to "absolutely ludicrous" levels, said Mr Briggs.

Others dismissed the fall as just a shake-out, the scale of which was simply a reflection of the preceding rise.

"We've got to expect $200 to $300 movements in aluminium almost on a daily basis," commented Chris Orchard of W.I. Carr, the London broker.

Whatever the medium-term future holds for aluminium, copper and lead, *however,* most analysts expect underlying bullish fundamentals to keep zinc and nickel prices buoyant.

Stocks of both metals remain very tight and demand continues strong – in zinc's case from the galvanised steel *sector,* and in nickel's from the stainless steel industry.

European zinc producers' confidence in the future was highlighted by further rises in their selling prices. On Wednesday morning some lifted their prices to $1,325 a tonne, but this was quickly overtaken by Preussag of West Germany, Pennaroya of France and Vieille Montagne of Belgium, which went straight from $1,200 to a record $1,350 a tonne.

At a nickel industry *conference* in London meanwhile, Peter Salathiel, Inco's vice president, marketing, said the *squeeze* in the world *nickel* market was likely to continue.

"The price of nickel will rise until it *chokes off, or preferably deters,* sufficient demand to bring requirements into line with the limited available supply," he *stated.*

Another speaker at the conference sounded a note of caution, however. Heinz Pariser, an analyst with Alloy Metals and Steel Market Research, warned that the boom in stainless steel demand was unsustainable.

At 10.2m tonnes, on an annualised basis, world stainless steel ingot production was running 9.4 per cent ahead of last year's rate, and was much more than the market normally absorbed, he said. *The industry would be in deep trouble* from overstocking if production continued at that rate, he added. "Sooner or later *there will be a reaction in the market.*"

The London cocoa futures market turned in one of its firmer performances with the *September position gaining £38 to £949* a tonne. The rise mainly reflected the continued policy of the Ivory Coast, the world's biggest producer, of withholding cocoa from the market because of depressed price levels. But it may have been helped by a cut in the 1987/88 surplus estimate by Gill & Duffus, the influential London broker. In its latest market report it estimated that supply would exceed consumption by 111,000 tonnes, down from the 122,000 tonnes it was predicting in March.

Sugar continued to be the main bright spot among London's soft (non-metal) *commodities, with the London daily raws* price reaching a 5-year peak of $289 a tonne at one point. The price was *trimmed from that level but still ended* with a $22.90 rise on the week at $280.50 a tonne.

The chief influence on the sugar market was the US drought, while the rise was also fuelled by talk of Chinese buying; *Cuban shipment problems because of a* flooded loading terminal; lack of rain in Eastern Europe; and a rumour that *Morocco was about to return to the mar*ket as a buyer.

Naturally, however, the main impact of the US drought was felt in the Chicago markets, particularly in the soya complex. *Before losing ground towards the end of* the week the July soyabeans contract had gained 83 cents to reach a 10-year peak *of $10.54½ a lb.*

Richard Mooney

WEEKLY PRICE CHANGES

	Latest prices	Change on week	Year ago	High 1988	Low 1988
Gold per troy oz.	$443.75	-6.50	$444.0	$485.5	$425
Silver Per troy oz.	396.20p	-3.20	421.30p	401.65	338.75p
Aluminium 99.7% (cash)	$2910	-805	- *	$4205	$1915
Copper Grade A (cash)	£1399	+66.5	£993	£1657.5	£1129.5
Lead (cash)	£366	-10	£392.75	£402.5	£328
Nickel (cash)	$14950	-600	£2752.5	$22200	£4022.5
Zinc (cash)	£781.5	+21.5	£530.5	£793.5	£453.5
Tin (cash)	£4130	+175	£4150	£4130	£3625
Cocoa Futures (Sept)	£949	+38	£1315.5	£1182	£892
Coffee Futures (Sept)	£1117	-31	£1257.5	£1317	£1042
Sugar (LDP Raw)	$280.5	+22.9	$172.2	$289.0	$213.6
Barley Futures (Nov)	£105.0	-0.55	£95.3	£109.85	£97.25
Wheat Futures (Sept)	£107.3	+0.65	£99.75	£115	£103.35
Cotton Outlook A Index	70.4c	+7.0	79.70c	75.3c	63.95c
Wool (64s Super)	652p	+2	472p	673p	484p
Rubber (Spot)	76.75	-3.75	65.00p	88p	61.25p
Oil (Brent Blend)	$15.375	-0.05	$19.20	$17.525	$13.975

Per tonne unless otherwise stated. †Unquoted. p-pence/kg. c-cents/lb t-July. *Aluminium 99.7% only quoted since July.

SPOT MARKETS

Crude oil (per barrel FOB)		+ or -
Dubai	$13.58-3.63z	-0.07
Brent Blend	$15.35-5.40u	+0.11
W.T.I. (1 pm est)	$15.63-5.70u	-0.30
Oil products (NWE prompt delivery per tonne CIF)		**+ or -**
Premium Gasoline	$185-187	
Gas Oil (Soviet)	$131-133	
Heavy Fuel Oil	$68-70	+2
Naphtha	$152-154	+2
Petroleum Argus Estimates		
Other		**+ or -**
Gold (per troy oz)♣	$443.75	-5.50
Silver (per troy oz)♣	684c	-19
Platinum (per troy oz)	$556.50	-9.25
Palladium (per troy oz)	$125.0	-1.50
Aluminium (free market)	$3000	-190
Copper (US Producer)	117¼-120c	+0.5
Lead (US Producer)	36.0c	
Nickel (free market)	710c	-20
Tin (European free market)	£4130	+32.5
Tin (Kuala Lumpur market)	16.25r	+0.06
Tin (New York)	333.0c	+0.5
Zinc (Euro. Prod. Price)	$1337.5	
Zinc (US Prime Western)	63.5c	
Cattle (live weight)†	112.14p	-1.48*
Sheep (dead weight)†	163.90p	-21.62*
Pigs (live weight)†	69.94p	-4.17*
London daily sugar (raw)	$280.5x	-2.6
London daily sugar (white)	$275.5x	-5.0
Tate and Lyle export price	£270.0	-0.5
Barley (English feed)	£107s	
Maize (US No. 3 yellow)	£129u	
Wheat (US Dark Northern)	£127.0x	
Rubber (spot)♥	76.75p	+1.25
Rubber (Aug)♥	82.75p	+1.35
Rubber (Sep)♥	83.00p	
Rubber (KL RSS No 1 July)	365.5m	
Coconut oil (Philippines)§	$655y	
Palm Oil (Malaysian)§	$540u	
Copra (Philippines)§	$430	
Soyabeans (US)	£239u	
Cotton "A" index	70.4c	-0.9
Wooltops (64s Super)	652p	+2

£ a tonne unless otherwise stated. p-pence/kg. c-cents/lb. r-ringgit/kg. u-July. x-Jul/Aug. s-Aug/Sep. z-Aug. y-Jun/Jul. q-Sep. †Meat Commission average fatstock prices. * change from a week ago. ♥London physical market. §CIF Rotterdam. ♣ Bullion market close. m-Malaysian cents/kg.

COCOA £/tonne

	Close	Previous	High/Low	
Jly	940	907	943	910
Sep	948	930	965	929
Dec	962	944	974	944
Mar	981	963	992	965
May	1000	982	1007	981
Jul	1019	1002	1020	
Sep	1038	1020		

Turnover: 9722 (6911) lots of 10 tonnes
ICCO indicator prices (SDRs per tonne). Daily price for Jun 24: 1207.80 (1201.06) .10 day average for Jun 27: 1195.65 (1194.25)

COFFEE £/tonne

	Close	Previous	High/Low	
Jly	1105	1113	1105	1097
Sep	1110	1128	1119	1111
Nov	1131	1143	1134	1127
Jan	1141	1158	1148	1141
Mar	1158	1160	1162	1158
May	1180	1190	1180	1172

Turnover: 2768 (2476) lots of 5 tonnes
ICO indicator prices (US cents per pound) for June 24: Comp. daily 1979 117.39 (119.20); 15 day average 120.41 (120.47).

SUGAR $ per tonne

Raw	Close	Previous	High/Low	
Aug	254.00	253.40	254.20	250.00
Oct	243.00	243.20	244.20	239.60
Dec	242.60	242.60	240.00	
Mar	237.00	237.40	238.00	234.40
May	234.60	234.40	233.00	232.00
Aug	233.00	233.00		
Oct	234.80	234.00		

White	Close	Previous	High/Low	
Aug	274.00	270.00	273.00	267.00
Oct	268.00	269.00	268.50	265.00
Dec	268.00	270.00	267.50	265.00
Mar	269.00	270.00	267.50	265.40
May	269.00	272.00	269.00	267.00
Oct	274.00	273.00	269.00	247.00

Turnover: Raw 2880 (949) lots of 50 tonnes; White 1942 (1298).
Paris- White (FFr per tonne): Aug 1650, Oct 1625, Dec 1625, Mar 1640, May 1640, Aug 1655

LONDON METAL EXCHANGE

[Prices supplied by Amalgamated Metal Trading]

	Close	Previous	High/Low	AM Official	Kerb close	Open interest
Aluminium, 99.7% purity ($ per tonne)						Ring turnover 0 tonne
Cash	2900-20	3190-210		2980-3010		
3 months	2800-20	2990-3010		2500-20	2770-90	5,770 lots
Aluminium, 99.5% purity (£ per tonne)						Ring turnover 38,650 tonne
Cash	1665-70	1010-5	1710/1705	1700-5		
3 months	1598-9	1671-3	1680/1575	1633-5	1570-5	51,987 lots
Copper, Grade A (£ per tonne)						Ring turnover 30,450 tonne
Cash	1398-400	1430-2	1406/1405	1405-7		
3 months	1309-10	1341-2	1315/1290	1312-4	1294-6	67,497 lots
Copper, Standard (£ per tonne)						Ring turnover 0 tonne
Cash	1315-35	1370-5		1320-40		
6 months	1260-70	1295-305		1265-75		49 lots
Silver (US cents/fine ounce)						Ring turnover 0 ozs
Cash	680-3	697-9		687-90		
3 months	693-8	710-3		689-702	700-5	703 lots
Lead (£ per tonne)						Ring turnover 16,600 tonne
Cash	365-7	378-7		378-6		
3 months	360-1	370-1	374/359	372.5-3	360-1	12,374 lots
Nickel ($ per tonne)						Ring turnover 1,656 tonne
Cash	14900-15000	16350-450	14900	15800-800		
3 months	14400-500	15700-50	15400/14400	15000-100	14400-500	5,709 lots
Zinc (£ per tonne)						Ring turnover 22,725 tonne
Cash	780-3	820-2		798-800		
3 months	748-9	780-1	767/741	763-4	746-8	22,207 lots

GAS OIL $/tonne

	Close	Previous	High/Low	
Jul	*133.00*	*133.50*	*133.50*	*132.50*
Aug	133.00	133.00	134.00	132.25
Sep	134.00	134.25	135.00	133.50
Oct	135.00	135.75	136.25	134.50
Nov	136.00	136.75	136.75	136.00
Dec	137.50	138.00	138.50	137.50
Jan	138.75	138.75	138.75	

Turnover: 3800 (4991) lots of 100 tonnes

GRAINS £/tonne

Wheat	Close	Previous	High/Low	
Jly	106.30	107.75	107.50	106.25
Sep	107.30	108.20	107.70	107.00
Nov	109.60	110.65	110.10	109.55
Jan	112.75	113.50	112.90	112.45
Mar	114.50	115.30	114.70	114.30
May	116.60	117.50	116.90	116.60

Barley	Close	Previous	High/Low	
Sep	*101.90*	*102.65*	*102.20*	*101.90*
Nov	105.00	105.70	105.30	104.95
Jan	107.85	108.75	108.35	107.85
Mar	109.85	110.65	110.28	109.00
May	111.50	112.30	111.70	111.50

Turnover: Wheat 383 (562) , Barley 143 (110) lots of 100 tonnes.

POTATOES £/tonne

	Close	*Previous*	*High/Low*	
Nov	100.0		100.0	97.0
Apr	156.5	153.0	156.0	151.1
May	*167.0*	*163.5*	*164.6*	

Turnover: 572 (307) lots of 100 tonnes.

SOYABEAN MEAL £/tonne

	Close	Previous	High/Low	
Aug	196.50	204.00	200.00	198.00
Oct	197.50	204.00	202.00	197.00
Dec	200.00	205.00	205.00	200.00

Turnover: 407 (254) lots of 100 tonnes.

LONDON BULLION MARKET

Gold (fine oz)	$ price	£ equivalent
Close	*443½-444*	255½-256
Opening	445¼-446¼	255½-256
Morning fix	447.00	255.018
Afternoon fix	443.25	254.376
Day's high	*447-447½*	
Day's low	441¾-442¼	

Coins	$ price	£ equivalent
US Eagle	457-462	263½-266½
Mapleleaf	457-462	263½-266½
Britannia	457-462	263½-266½
Krugerrand	442-455	255-257
1/2 Krug	235-244	136¼-141½
1/4 Krug	117-123	67⅞-72½
Angel	455-460	263¼-265⅝
1/10 Angel	*47-52*	27¼-30⅛
New Sov.	104-105	60-60¼
Old Sov	104-105½	60-61
Noble Plat	574.2-80.95	329.05-32.85

LONDON METAL EXCHANGE TRADED OPTIONS

Aluminium (99.7%)	Calls		Puts	
Strike price $ tonne	*July*	*Sept*	*July*	*Sept*
2750	174	244	54	178
2950	71	158	151	296
3100	*31*	110	260	386
Aluminium (99.5%)	**Calls**		**Puts**	
2700	154	238	67	195
2850	79	174	142	277
3000	35	123	247	375
***Copper* (Grade A)**	**Calls**		**Puts**	
2150	242	204	26	122
2300	113	134	23	201
2450	34	85	94	299

FREIGHT FUTURES $10/index point

	Close	Previous	High/Low	
Jly	1229.0	1210.0	1230.0	1210.0
Oct	1370.0	1320.0	1390.0	1365.0
Jan	1400.0	1415.0	1405.0	1385.0
Apr	1435.0	1445.0	1440.0	1430.0
Jul	1230.0	1203.5	1230.0	1200.0
BFI	1242.0	1242.0		

Turnover: 348 (608)

US MARKETS

THE GRAINS MARKETS *made modest* recoveries following early weakness on nervous, technical, long-liquidation, *reports Drexel Burnham Lambert.* Forecasts indicated some rain over the weekend, but rising temperatures. The soyabeans finished lower to unchanged, while the soyameal remained weak reflecting easier South American premiums. Bean oil was sharply lower following a report showing a large increase in stocks, while maize was lower in the nears and higher in the forward contracts in response to weather forecasts. The wheat was lower initially reflecting continued hedge pressure, but, as with the other markets, pre-weekend short-covering helped prices recover. Cattle futures rallied as the forecasts of rain eased fears of herd liquidation by farmers, prompting a technical rally. Hogs also rallied, but failed to hold gains, while bellies eased, continuing to reflect high storage stocks. The precious metals were on the defensive for most of the day, mainly reflecting the stronger U.S. dollar, as commission house, trade and local selling touched off light sell stops.

New York

GOLD 100 troy oz.: $/troy oz.

	Close	Previous	High/Low	
Jun	443.0	447.7	446.5	442.0
Jul	443.5	448.3	0	0
Aug	446.0	450.6	449.2	443.5
Oct	451.1	456.2	454.3	449.3
Dec	456.2	461.5	459.5	453.5
Feb	461.4	465.9	464.5	460.0
Apr	466.7	472.4	467.5	465.5
Jun	*472.1*	*478.0*	*475.0*	*474.0*
Aug	477.6	483.7	478.0	478.0

PLATINUM 50 troy oz: $/troy oz.

	Close	Previous	High/Low	
Jun	554.9	563.7	0	0
Jul	555.8	564.8	563.5	562.0
Oct	*561.1*	*570.5*	*566.0*	*557.2*
Jan	567.3	576.8	574.0	565.5
Apr	574.3	583.8	581.5	570.0
Jul	581.6	591.3	0	0

SILVER 5,000 troy oz; cents/troy oz.

	Close	Previous	High/Low	
Jun	680.0	696.7	0	0
Jul	681.0	698.5	693.0	680.0
Aug	685.9	703.4	696.0	686.0
Sep	690.0	708.3	703.0	689.0
Dec	705.6	723.6	717.5	704.0
Jan	710.5	728.5	724.0	716.0
Mar	721.0	739.1	733.0	721.0
May	731.3	749.4	744.0	744.0
Jul	742.3	760.4	756.0	755.0
Sep	753.4	771.5	767.0	758.0

INDICES

REUTERS (Base: September 18 1931 = 100)

June 23	June 22	mnth ago	yr ago
1992.1	1977.1	1812.0	1604.6

DOW JONES (Base: December 31 1974 = 100)

	June 23	June 22	mnth ago	yr ago
Spot	-	142.29	134.41	126.81
Futures	-	145.53	135.63	124.31

COPPER 25,000 lbs; cents/lbs

	Close	Previous	High/Low	
Jun	108.00	111.75	108.50	108.50
Jul	104.50	108.75	106.10	104.05
Aug	100.50	105.20	0	0
Sep	97.00	101.60	99.20	96.30
Dec	89.30	93.40	91.50	89.00
Jan	87.30	90.75	0	0
Mar	83.30	85.60	84.50	82.00
May	80.80	82.35	81.50	80.00
Jul	79.50	81.05	80.00	79.70
Sep	78.50	80.05	79.50	79.50

CRUDE OIL (Light) 42,000 US galls $/barrel

	Latest	Previous	High/Low	
Aug	16.17	16.37	16.32	16.09
Sep	16.44	16.59	16.58	16.38
Oct	16.64	16.77	16.78	16.58
Nov	16.73	16.88	16.90	16.71
Dec	16.82	16.95	16.98	16.81
Jan	16.88	17.01	16.98	16.87
Feb	16.88	17.04	16.99	16.88
May	17.10	17.07	17.10	17.00

HEATING OIL 42,000 US galls, cents/US galls

	Latest	Previous	High/Low	
Sep	4465	4496	4500	4450
Oct	4555	4581	4590	4530
Nov	4635	4660	4655	4620
Dec	4725	4740	4745	4710
Jan	4740	4778	4775	4740
Feb	4765	4785	4765	4750
Mar	4625	4630	4625	4615

COCOA 10 tonnes;$/tonnes

	Close	Previous	High/Low	
Jul	1527	1524	1556	1524
Sep	1547	1530	1566	1536
Dec	1558	1541	1576	1548
Mar	1585	1568	1600	1575
May	1608	1592	1617	1614
Jul	1634	1618	1640	1640
Sep	1657	1641	0	0

COFFEE "C" 37,500lbs; cents/lbs

	Close	Previous	High/Low	
Jul	132.30	133.23	133.00	132.00
Sep	133.38	134.52	134.25	132.80
Dec	134.48	136.40	136.30	133.80
Mar	134.80	135.80	136.50	134.00
May	134.70	136.25	136.50	134.50
Jul	135.50	*137.63*	0	0
Sep	136.00	137.40	0	0

SUGAR WORLD "11" 112,000 lbs; cents/lbs

	Close	Previous	High/Low	
Jul	10.86	10.94	10.90	10.75
Oct	10.73	10.78	10.80	10.56
Jan	*10.35*	10.36	*10.50*	10.50
Mar	10.49	10.51	10.52	10.32
May	10.38	10.40	10.43	10.31
Jul	10.37	10.36	10.38	10.22
Oct	10.30	10.36	10.40	10.25

COTTON 50,000; cents/lbs

	Close	Previous	High/Low	
Jul	66.10	66.40	67.00	65.40
Oct	65.05	65.80	65.30	64.10
Dec	63.70	64.81	64.25	63.55
Mar	64.50	65.50	65.00	64.40
May	64.85	65.62	65.15	64.80
Jul	65.95	65.90	65.00	65.00
Oct	66.00	65.10	0	0

ORANGE JUICE 15,000 lbs; cents/lbs

	Close	*Previous*	*High/Low*	
Jul	181.25	177.25	181.50	177.75
Sep	179.25	175.00	179.25	175.80
Nov	*170.30*	168.10	*170.50*	*168.80*
Jan	165.85	163.65	166.00	163.50
Mar	165.25	163.65	165.30	163.00
May	164.25	163.50	163.00	163.00
Jul	164.10	162.75	0	0

Chicago

***SOYABEANS** 5,000 bu min; cents/60lb bushel*

	Close	Previous	High/Low	
Jul	1029/4	1032/4	1038/0	1005/4
Aug	1025/0	1025/4	1032/0	1004/0
Sep	1011/0	1012/4	1017/0	987/0
Nov	992/0	992/0	999/0	968/0
Jan	992/0	991/2	999/0	964/0
Mar	972/4	975/0	982/0	949/0
May	950/4	952/4	962/0	940/0
Jul	942/0	937/4	949/0	925/0

SOYABEAN OIL 60,000 lbs; cents/lb

	Close	Previous	High/Low	
Jul	31.30	31.02	31.45	30.30
Aug	31.55	31.10	31.70	30.60
Sep	31.87	31.20	31.80	30.65
Oct	31.75	31.45	31.95	30.00
Dec	31.87	31.37	32.00	30.90
Jan	31.55	31.00	31.60	30.00
Mar	31.25	30.85	31.50	30.40
May	30.70	30.35	30.70	29.50
Jul	29.25	29.10	29.30	28.80

SOYABEAN MEAL 100 tons; $/ton

	Close	Previous	High/Low	
Jul	310.7	316.2	316.0	304.5
Aug	303.2	307.7	306.0	297.0
Sep	300.2	303.0	303.0	292.0
Oct	297.7	299.7	299.0	289.0
Dec	294.2	295.7	297.0	287.0
Jan	290.0	291.5	292.5	282.0
Mar	284.0	285.0	287.5	276.0
May	283.0	282.0	283.0	271.0
Jul	278.0	278.0	281.0	285.0

***MAIZE** 5,000 bu min; cents/56lb bushel*

	Close	Previous	High/Low	
Jul	342/4	348/0	345/4	338/0
Sep	347/4	350/0	349/0	340/0
Dec	352/6	351/0	353/4	344/0
Mar	352/0	351/2	353/0	343/0
May	352/4	350/4	353/0	344/0
Jul	346/0	343/4	347/0	339/4

WHEAT 5,000 bu min, cents/60lb-bushel

	Close	Previous	High/Low	
Jul	380/4	380/4	382/0	374/0
Sep	388/6	391/4	392/0	383/0
Dec	401/4	397/4	402/0	390/0
Mar	401/4	395/4	403/0	391/0
May	388/0	385/0	395/0	383/0
Jul	368/0	365/0	370/0	360/0

LIVE CATTLE 40,000 lbs; cents/lbs

	Close	Previous	High/Low	
Aug	62.77	62.22	63.90	62.60
Oct	63.47	63.02	64.20	63.15
Dec	67.47	66.62	67.75	66.97
Feb	70.32	69.80	70.70	69.80
Apr	72.86	72.62	73.30	72.30
Jun	70.60	70.22	70.75	69.00
Aug	71.50	71.40	72.00	71.05

***LIVE HOGS** 30,000 lb; cents/lbs*

	Close	Previous	High/Low	
Jul	44.92	44.40	45.10	44.15
Aug	44.17	44.05	44.85	43.50
Oct	42.30	42.37	43.00	42.00
Dec	45.57	46.30	46.70	45.10
Feb	49.60	50.17	50.65	49.40
Apr	49.00	50.00	50.05	48.65
Jun	50.45	49.80	51.10	49.75

***PORK BELLIES** 38,000 lbs; cents/lb*

	Close	Previous	High/Low	
Jul	38.20	40.00	40.45	38.05
Aug	38.25	40.15	40.80	38.20
Feb	60.07	62.07	62.05	60.07
Mar	59.40	61.40	61.40	59.40
May	59.35	61.15	60.75	59.35
Jul	59.55	61.35	62.00	59.55

هكذا صدر الأصل

WORLD STOCK MARKETS

Wall Street

Blue chips lead slide on Dow

Blue chips were slipping further and near their lows for the session as stocks fell on restrained profit taking prior to the weekend. The Dow 30 index was off seven points at 2,142 at mid-session.

Middle South Utilities was one of the most active NYSE issues, up $2 at $13⅛ on hopes a recent court ruling on a rate increase would let the company reinstate its common dividend.

Canada

Toronto stock prices rose moderately at midday. The composite index advanced 5.80 to 3445.80 on quiet volume of 14.3m shares.

Tokyo

A mood of caution about the dollar hung over the market and share prices closed mixed in active trade after limited bargain-hunting. The Nikkei index gained 17.46 points to 27,750.39. Turnover was 1.6bn shares against 1bn on Thursday.

A static dollar most of the day helped to soothe investors who had been unnerved the dollar's recent sharp rise.

However, as the day progressed it became apparent that investors were not convinced about longer-term exchange rate stability. A cumulative 609.53-point decline in the Nikkei over the previous four days was not enough to sustain active buying.

There was a continued focus on large capital issues, especially steels. The top 10 traded morning stock consisted mainly of steels and shipbuilders, and constituted a hefty 59.7 per cent of the morning's 800m share volume.

Trading was temporarily halted in various steel issues throughout the day due to huge order volumes.

Export-related electronics issues have not been actively sought after, despite the dollar's strength.

North American closing prices were not available for reports in this edition

Paris

French share prices ended 1.5 per cent firmer in active trade in spite an hour's halt at midday when the bourse building was evacuated after the fourth bomb scare in a week.

Foreign investors were back on the market in force taking advantage of the lower prices of blue chips which had not been quoted for a day and half because of a strike.

Suez rose FFr17 to FFr275 after Mr Carlo De Benedetti and his allies said they were selling Suez over half their stock in Société Générale de Belgique, thereby ending a five-month takeover battle. De Benedetti's French holding company Cerus ended FFr12 up at FFr517.

Cie du Midi, which cleared a defensive restructuring at Wednesday's shareholders meeting, thereby blocking an apparent takeover attempt by Italy's Generali, ended 10 per cent down at FFr1,390.

Brussels

An active market with large-scale profit-taking in key sectors saw Belgian shares end slightly down key sectors.

Blue chip oil group Petrofina calmed slightly after a hectic burst of trading on Thursday, but heavy profit-taking brought it down BFr100 at close to BFr13,600.

Holdings Gevaert and Cobepa, who have sold their stake in Société Générale to Mr Carlo De Benedetti under an accord announced on Friday, were largely unchanged at BFr7,190 and BFr5,280 respectively.

Milan

Share prices closed firmer overall in active trading. The MIB share index closed six points up on the day at 1,057.

Market reaction to the announcement in Brussels of a deal between Carlo De Benedetti and France's Suez was cautious.

De Benedetti's CIR, which closed ahead of the announcement at L5,795 against L5,755 previously, later fell to L5,730 in unofficial trade.

Amsterdam

Shares recouped morning losses and closed higher in moderate trading as a strengthening dollar and a firmer Wall Street opening boosted prices in an afternoon rally. The CBS all-share index closed 0.7 firmer at 92.4.

Zurich

The underlying tone of the market was still positive in Zurich, where the market closed mixed on fairly high turnover. The all-share Swiss Index closed at 875.1 points compared with 876.7 on Thursday.

Jacobs Suchard Bearers were SFr60 lower at SFr7,850. The company said today they would announce a decision concerning Rowntree. Food company Nestle which increased its offer for Rowntree yesterday, shed SFr10 to SFr8,640.

Shares of export-dependent companies, especially those of chemical group Ciba-Geigy, met heavy demand. Its bearers closed 20 lower at SFr3,420.

Frankfurt

German shares staged a sudden late rally to end slightly higher as a powerful rise in Siemens transformed a dull pre-weekend session.

Siemens closed DM17.50 marks up at DM412.50 on rumours that it had clinched a large order to build power stations in the USSR.

Johannesburg

Gold share prices closed steady to slightly easier on Friday, after maintaining their recent sideways pattern for much of the day in thin and uncertain trading.

Continued local currency weakness remained the main price support against a weak bullion price.

Singapore

Share prices recovered some of their early losses to close mixed.

Declines by some index-based stocks saw the Straits Times industrial index drop 0.75 to 1,082.69. Trading was less active than on Thursday. Turnover shrank to 65.3m shares from 74.6m.

Hong Kong

News of declines in Tokyo eroded early gains and shares closed narrowly higher in active trading.

The Hang Seng index gained 8.5 points to 2,712.24. Turnover topped was HK$1.59bn, compared with 1.46 billion on Wednesday.

Swire "A" rose 20 cents to HK$18.60 while Cathay Pacific added 15 to HK$8.65. The two were the most active shares on the day. Among blue chips, Wharf rose 10 cents to HK$7.95

INDICES

NEW YORK DOW JONES

	Jun 22	Jun 22	Jun 21	Jun 20	1988 High	1988 Low	Since compilation High	Since compilation Low
♦Industrials	2148.29	2152.2	2109.17	2083.93	2152.2 (22/6)	1879.14 (20/1)	2722.42 (25/8/87)	41.22 (2/7/32)
Home Bonds	88.74	88.59	88.56	88.33	91.25 (3/3)	86.12 (4/1)	–	–
Transport	890.68	882.77	868.13	856.93	904.12 (23/3)	737.57 (21/1)	1101.16 (14/8/87)	12.32 (8/7/32)
Utilities	181.90	183.68	182.14	180.00	190.02 (29/1)	167.26 (20/4)	227.83 (22/1/87)	10.50 (8/4/32)

♦Day's High 2163.94 (2169.10) Low 2131.58 (2131.05)

STANDARD AND POOR'S								
Composite‡	274.82	275.66	271.67	268.94	275.66 (22/6)	242.63 (20/1)	336.77 (25/8/87)	4.40 (1/6/32)
Industrials	317.58	318.54	313.91	310.80	318.54 (22/6)	277.86 (20/1)	393.17 (25/8/87)	3.62 (21/6/32)
Financials	24.85	24.88	24.51	24.26	24.88 (22/6)	21.51 (8/1)	32.43 (25/8/87)	8.64 (1/10/74)
NYSE Composite	155.03	155.35	153.29	151.96	155.35 (22/6)	136.72 (20/1)	187.99 (25/8/87)	4.46 (25/4/42)
Amex Mkt. Value	308.82	308.59	306.88	305.12	309.33 (10/6)	262.76 (12/1)	365.01 (13/8/87)	29.31 (9/12/72)
NASDAQ OTC Comp	391.03	390.53	387.75	386.00	390.33 (22/6)	331.97 (12/1)	455.28 (26/8/87)	54.87 (31/10/72)

	Jun 17	Jun 10	Jun 3	year ago (approx.)
Dow Industrial Div. Yield	3.55	3.54	3.58	2.83
	Jun 22	Jun 15	Jun 8	year ago (approx.)
S & P Industrial div. yield	3.03	3.06	3.08	2.52
S & P P/E ratio	14.42	14.37	14.21	23.17

TRADING ACTIVITY †Volume

Millions	Jun 23	Jun 22	Jun 21
New York	185.776	219.414	155.806
Amex	12.215	13.160	10.150
OTC	164.834	173.948	154.459

NEW YORK	Jun 23	Jun 22	Jun 21
Issues Traded	(u)	1,962	1,924
Rises	(u)	1,144	917
Falls	(u)	396	525
Unchanged	(u)	422	482
New Highs	(u)	54	24
New Lows	(u)	5	13

CANADA

TORONTO	Jun 23	Jun 22	Jun 21	Jun 20	1988 High	1988 Low
Metals & Minerals	3167.1	3167.8	3092.6	3064.1	3167.8 (22/6)	2238.7 (8/2)
Composite	3440.0	3443.3	3416.3	3394.3	3443.3 (22/6)	2977.9 (8/2)
MONTREAL Portfolio	1707.58	1711.61	1692.39	1680.61	1711.61 (22/6)	1305.06 (27/1)

NEW YORK ACTIVE STOCKS

Thursday	Stocks traded	Closing price	Change on day
Commonw'th Ed	1,581,000	28⅛	+ ⅛
Am T & T	6,484,800	27⅛	– ⅛
Bank of Boston	4,751,000	26½	– ⅜
IBM	2,899,400	125⅛	+ 2⅛
Cons Stores	1,888,900	5⅛	+ ⅛
Limited	1,849,300	24	+ 1⅛
Hanson	1,542,700	12⅛	– ⅛
GAF	1,481,600	46⅛	– 1⅛
Hewlett Pkd	1,444,700	52⅛	+ 1
Hershey Foods	1,412,600	24½	– ½

Base values of all indices are 100 except NYSE All Common – 50, Standard and Poor's – 10; and Toronto Composite and Metals – 1000. Toronto indices based 1975 and Montreal Portfolio 4/1/83. † Excluding bonds. ‡ 400 industrials plus 40 utilities, 40 Financials and 20 transports. (c) Closed. (u) Unavailable.

	June 24	June 23	June 22	June 21	1988 High	1988 Low
AUSTRALIA						
All Ordinaries (1/1/80)	1574.4	1600.8	1612.9	1602.0	1618.2 (20/6)	1170.7 (10/2)
All Mining (1/1/80)	812.0	830.2	840.1	827.7	842.1 (20/6)	532.4 (10/2)
AUSTRIA						
Credit Aktien (30/12/84)	177.33	177.12	176.73	177.17	178.92 (21/3)	163.98 (11/2)
BELGIUM						
Brussels SE (1/1/84)	5006.3	5012.5	4930.3	4925.7	5043.1 (9/3)	3608.35 (4/1)
DENMARK						
Copenhagen SE (3/1/83)	220.44	220.54	218.92	217.47	220.54 (23/6)	180.68 (4/1)
FINLAND						
Unitas General (1975)	(c)	720.0	725.1	728.4	730.8 (17/6)	530.6 (15/1)
FRANCE						
CAC General (31/12/82)	(u)	(u)	(u)	343.8	353.6 (15/6)	251.3 (29/1)
Ind. Tendance (31/12/87)	(u)	(u)	(u)	127.0	131.1 (15/6)	89.7 (29/1)
GERMANY						
FAZ Aktien (31/12/58)	473.23	475.72	476.96	470.05	476.96 (22/6)	396.40 (29/1)
Commerzbank (1/12/53)	1430.8	1438.4	1442.2	1422.3	1457.5 (18/3)	1207.9 (29/1)
HONG KONG						
Hang Seng Bank (31/7/64)	2707.56	2712.24	2703.74	2683.65	2719.06 (20/6)	2223.56 (8/2)
ITALY						
Banca Com. Ital (1972)	511.06	508.50	503.90	501.56	545.07 (18/3)	423.91 (9/2)
JAPAN**						
Nikkei (16/5/49)	27750.39	27732.93	27860.78	27925.57	28342.46 (17/6)	21217.04 (4/1)
Tokyo SE New (4/1/68)	2172.88	2178.64	2185.54	2189.87	2219.98 (15/6)	1690.44 (4/1)
NETHERLANDS						
ANP-CBS General (1970)	263.3	262.8	260.7	256.6	263.3 (24/6)	205.7 (4/1)
ANP-CBS Industrial (1970)	219.0	218.8	218.2	214.4	219.0 (24/6)	157.9 (11/1)
NORWAY						
Oslo SE (4/1/83)	409.63	410.83	410.15	405.12	412.04 (11/4)	327.78 (28/1)
SINGAPORE						
Straits Times Ind. (30/12/66)	1082.69	1083.44	1071.99	1058.07	1083.44 (23/6)	833.60 (4/1)
SOUTH AFRICA						
JSE Gold (28/9/78)	1242.0‡	1250.0	1251.0	1243.0	1361.0 (6/6)	1154.0 (4/5)
JSE Industrial (28/9/78)	1627.0‡	1626.0	1622.0	1621.0	1658.0 (25/5)	1387.0 (12/2)
SPAIN						
Madrid SE (30/12/85)	297.17	297.45	295.83	296.22	301.63 (15/6)	225.50 (4/1)
SWEDEN						
Jacobson & P. (31/12/56)	(c)	3006.9	2993.3	2973.3	3020.4 (16/6)	2148.5 (4/1)
SWITZERLAND						
Swiss Bank Ind. (31/12/58)	547.0	546.9	543.8	537.8	547.0 (24/6)	466.6 (13/1)
WORLD						
M.S. Capital Intl. (1/1/70)	(u)	456.4	458.1	459.6	465.2 (15/6)	401.8 (21/1)

**Saturday June 18: Japan Nikkei (c) and TSE (c)

‡ Subject to official recalculation

Base values of all indices are 100 except Brussels SE – 1,000 JSE Gold – 255.7 JSE Industrials – 264.3 and Australia, All Ordinary and Mining – 500; (c) Closed. (u) Unavailable.

CURRENCIES AND MONEY

FOREIGN EXCHANGES

Dollar demand continues

THE DOLLAR broke through key resistance levels of DM1.80 and Y130 in London yesterday, finishing at its best level against the D-Mark since October last year.

Investors continned to move into dollars as a fresb wave of confidence, both in the US economy and on the inflation outlook, continued.

Central banks - whicb had been expected to intervene et the resistance levels - apparently remained on the sidelines. The Bundesbank continued to sell small amounts of dollars, but this failed to have any obvious effect on the US unit.

The final charge, which estabIisbed tbe dollar at an eight montb high, came during tbe afternoon. Trading in the morning had left the US unit confined to a relatively narrow range, just below DM1.80. However renewed demand during the afternoon forced many investors to cover positions established ahead of the weekend.

With the dollar now breaking into new territory, dealers were unsure as to how far It would be allowed to rise before central banks intervened. Some suggested that the recent rise gave banks an ideal opportunity to unwind the substantial dollar reserves accumuleted through previous support operations.

The dollar closed at DM1.8190 up from DM1.7860 and Y130.60 compared with Y128.65. Elsewhere it rose to SFr1.5065 from SFr1.4780 and FFr6.1150 egainst FFr6.0150. On Bank of England figures, the dollar's exchange rate *index rose from 95.4 to 96.2.*

Sterling suffered badly from concern that Monday's release of trade figures for May would show a deterioration from April's £525m shortfall. A downward revision in the first quarter invisible earnings means that many forecasters are looking for a current account deficit of as much as £800m for May.

A sharp rise in interest rates failed to revive investor confidence although with the dollar moving sharply ahead, the pound finished little changed against its major European partners. It was unchanged against the D-Mark and Swiss franc at DM3.1375 and SFr2.5975 respectively, bnt slipped egainst the French franc to FFr10.5475 from FFr10.5675. It was also lower in terms of the yen at Y225.25 from Y226.00. Sterling's closing level against the dollar of $1.7250 was down sharply from $1.7570 on Thursday, and was at its lowest level since October last year.

On Bank of England figures, *the pound's exchange rate index* fell through 76.0 to finish at 75.8, down from 76.0 at the opening and 76.1 on Thursday.

£ IN NEW YORK

June 24	Latest	Previous Close
£ Spot	1.7270-1.7275	1.7550-1.7570
1 month	0.17-0.16pm	0.145-0.14pm
3 months	0.68-0.66pm	0.59-0.57pm
12 months	2.73-2.63pm	2.415-2.38pm

Forward premiums and discounts apply to the US dollar

STERLING INDEX

	June 24	Previous
8.30 am	76.0	76.3
9.00 am	76.0	76.4
10.00 am	75.9	76.4
11.00 am	76.0	76.2
Noon	75.9	76.1
1.00 pm	75.9	76.0
2.00 pm	75.9	76.1
3.00 pm	75.9	76.1
4.00 pm	75.8	76.1

CURRENCY RATES

June 24	Bank rate %	Special* Drawing Rights	European Currency Unit
Sterling	-	0.759054	0.663508
U.S Dollar	6	1.33085	1.15749
Canadian $	8.75	1.60221	1.39535
Austrian Sch	3	16.7541	14.6365
Belgian Franc	6½	49.9701	43.5071
Danish Krone	7½	9.05976	7.90392
Deutsche Mark	2½	2.38462	2.07862
Neth. Guilder	3½	2.68965	2.34218
French Franc	9½	8.03966	6.99645
Italian Lira	12½	1770.47	1540.85
Japanese Yen	2½	171.014	150.242
Norway Krone	8	8.59729	7.52542
Spanish Peseta	-	157.381	137.452
Swedish Krona	8½	8.21866	7.17933
Swiss Franc	2½	1.97232	1.72466
Greek Drach.	20½	190.351	166.262
Irish Punt	-	0.886170	0.773671

*All SDR rates are for June 23

CURRENCY MOVEMENTS

June 24	Bank of England Index	Morgan** Guaranty Changes %
Sterling	75.8	-16.6
U.S Dollar	96.2	-12.0
Canadian Dollar	84.8	-2.2
Austrian Schilling	135.0	+9.9
Belgian Franc	98.4	-5.9
Danish Krone	90.5	+1.2
Deutsche Mark	144.9	+21.1
Swiss Franc	169.6	+22.2
Guilder	133.4	+13.8
French Franc	70.0	-14.0
Lira	45.4	-20.8
Yen	242.1	+81.0

Morgan Guaranty changes average 1980-1982=100 Bank of England Index (Base Average 1975=100)**Rates are for June 23

OTHER CURRENCIES

June 24	£	$
Argentina	14.5030-14.5990	8.3400-8.3900
Australia	2.1150-2.1180	1.2120-1.2130
Brazil	321.45-323.30	184.85-185.80
Finland	7.4095-7.4315	4.2550-4.2600
Greece	248.65-253.00	142.55-144.95
Hong Kong	13.5990-13.6155	7.7995-7.8015
Iran	122.10*	67.70*
Korea(Sth)	1273.10-1284.65	725.40-732.00
Kuwait	0.48650-0.48700	0.27900-0.27910
Luxembourg	65.15-65.25	37.75-37.85
Malaysia	4.5135-4.5250	2.5905-2.5935
Mexico	3964.00-3985.00	2280.00-2290.00
N. Zealand	2.4550-2.4600	1.4090-1.4105
Saudi Ar.	6.5400-6.5500	3.7500-3.7510
Singapore	3.5485-3.5545	2.0350-2.0370
S. Af (Cm)	4.0045-4.0155	2.2965-2.2980
S. Af (Fn)	5.4530-5.5395	3.1250-3.1745
Taiwan	50.35-50.60	28.70-28.80
U.A.E.	6.4045-6.4105	3.6725-3.6735

*Selling rate

POUND SPOT- FORWARD AGAINST THE POUND

June 24	Day's spread	Close	One month	% p.a.	Three months	% p.a.
US	1.7200-1.7455	1.7245-1.7255	0.18-0.16cpm	1.18	0.75-0.70pm	1.68
Canada	2.0720-2.1055	2.0720-2.0730	0.04dis-0.05cpm	0.03	0.17-0.05pm	0.21
Netherlands	3.52¼-3.54	3.52¼-3.53¼	1¼-1⅛cpm	5.10	4½-4⅛pm	5.02
Belgium	65.15-66.25	65.15-65.25	22-8cpm	2.76	59-43pm	3.11
Denmark	11.81½-11.95	11.81½-11.82½	1ore-⅞oredis	1.14	3pm-1⅛dis	0.30
Ireland	1.1635-1.1690	1.1635-1.1645	0.12-0.20dis	-1.65	0.46-0.56dis	-1.75
W. Germany	3.12½-3.14¼	3.15½-3.14	1½-1pfpm	4.78	4½-3¼pm	5.18
Portugal	253.20-256.10	253.20-254.20	40-78cdis	-2.79	107-209dis	-2.49
Spain	206.25-207.95	206.30-206.80	13-24cdis	-1.08	27-41dis	-0.66
Italy	2317¼-2330	2312½-2313½	1-5liredis	-1.56	5-10dis	-1.30
Norway	11.22½-11.37¼	11.22½-11.23½	3½-4½oredis	-4.14	9½-10⅞dis	-3.65
France	10.52¼-10.57½	10.54¼-10.55¼	1⅞-1cpm	1.64	5⅛-4⅛pm	1.87
Sweden	10.72-10.86½	10.72-10.73	1-1⅞oredis	-1.61	2½-3⅛dis	-1.07
Japan	224¼-227¼	224¼-225¼	1-½ypm	4.00	3-2⅝pm	4.77
Austria	21.84-22.11	21.84-21.87	9¼-8gropm	4.70	28¼-25¼pm	4.99
Switzerland	2.59¼-2.60½	2.59¼-2.60¼	1¼-1cpm	5.77	4¼-3⅞pm	5.87

Belgian rate is convertible francs. Financial franc 65.40-65.50. Six-month forward dollar 1.59-1.54cpm 12 month 2.90-2.80cpm

DOLLAR SPOT- FORWARD AGAINST THE DOLLAR

June 24	Day's spread	Close	One month	% p.a.	Three months	% p.a.
UK†	1.7200-1.7455	1.7245-1.7255	0.18-0.16cpm	1.18	0.75-0.70pm	1.68
Ireland†	1.4865-1.5000	1.4865-1.4875	0.09-0.16cdis	-1.00	0.28-0.40dis	-0.91
Canada	1.2000-1.2075	1.2020-1.2030	0.11-0.14cdis	-1.24	0.43-0.46dis	-1.48
Netherlands	2.0170-2.0505	2.0475-2.0485	0.68-0.66cpm	3.97	1.80-1.75pm	3.51
Belgium	37.45-37.85	37.75-37.85	6.00-4.50cpm	1.68	16.00-14.00pm	1.60
Denmark	6.80-6.85½	6.85-6.85½	0.25-0.75oredis	-0.88	1.10-1.60dis	-0.79
W. Germany	1.7890-1.8195	1.8185-1.8195	0.54-0.51pfpm	3.50	1.58-1.53pm	3.46
Portugal	146½-147	146½-147	33-48cdis	-3.32	120-170dis	-3.96
Spain	118.30-119.40	119.30-119.40	17-27cdis	-2.23	60-70dis	-2.19
Italy	1328-1341¼	1340½-1341¼	2.50-3.00liredis	-2.48	9.00-9.70dis	-2.81
Norway	6.47-6.52¼	6.50½-6.51½	2.70-2.85oredis	-5.12	8.20-8.50dis	-5.14
France	6.02½-6.11¼	6.11¼-6.11½	0.25-0.20cpm	0.45	0.61-0.51pm	0.37
Sweden	N/A	6.21½-6.22	1.32-1.42oredis	-2.65	3.90-4.10dis	-2.58
Japan	128.90-130.80	130.55-130.65	0.37-0.34ypm	3.28	1.08-1.03pm	3.25
Austria	12.60½-12.71¼	12.70½-12.71¼	4.00-3.70gropm	3.66	11.50-10.50pm	3.48
Switzerland	1.4800-1.5060	1.5050-1.5060	0.57-0.52cpm	4.39	1.61-1.56pm	4.25

† UK and Ireland are quoted in US currency. Forward premiums and discounts apply to the US dollar and not to the individual currency. Belgian rate is for convertible francs. Financial franc 37.90-38.00.

EURO-CURRENCY INTEREST RATES

June 24	Short term	7 Days notice	One Month	Three Months	Six Months	One Year
Sterling	7½-7	8¼-8	9⅛-8⅞	9½-9⅜	9⅝-9½	10⅛-10
US Dollar	7⅝-7½	7½-7⅜	7⅝-7½	7⅝-7½	7⅞-7¾	8⅜-8¼
Can. Dollar	8½-8¼	8⅝-8½	8⅞-8⅝	9⅛-8⅞	9¼-9⅛	9⅝-9½
D Guilder	1-¾	2⅛-1⅞	2⅛-1⅞	4⅛-3⅞	4¼-4⅛	4⅝-4½
Sw Franc	2¼-2⅛	2½-2¼	3⅛-3	3⅜-3¼	3½-3⅜	3⅝-3½
Deutschmark	3⅜-3⅛	4-3⅞	4⅛-4	4¼-4⅛	4⅜-4¼	4⅝-4½
Fr. Franc	7¼-7	7⅝-7⅜	7¼-7⅛	7⅝-7⅜	7⅝-7½	7⅞-7⅝
Italian Lire	10½-9	10⅛-9⅞	10⅛-10	10⅜-10⅛	10⅜-10⅛	11⅛-11
B Fr (Fin)	5⅞-5⅝	6-5⅞	6⅛-6	6⅜-6¼	6⅜-6¼	6⅝-6½
B Fr (Con)	6⅛-5⅞	6⅛-5⅞	6⅛-5⅞	6⅛-6	6½-6¼	6⅝-6½
Yen	3⅝-3½	4⅝-4½	4⅜-4¼	4⅜-4¼	4½-4⅜	4⅝-4½
D. Krone	8¼-8⅛	8¼-8⅛	9-8¾	9-8⅞	9-8⅞	9¼-9
Asian $Sing	7⅜-7¼	7⅜-7¼	7⅜-7¼	7⅜-7¼	7⅜-7¼	8¼-8⅛

Long term Eurodollars: two years 8¼-8⅛ per cent; three years 9-8⅞ per cent; four years 9⅛-8⅞ per cent; five years 9⅛-9 per cent nominal. Short term rates are call for US Dollars and Japanese Yen, others, two days' notice.

EXCHANGE CROSS RATES

June 24	£	$	DM	Yen	F Fr.	S Fr.	H Fl.	Lira	C $	B Fr.
£	1	1.725	3.138	225.3	10.55	2.598	3.533	2313	2.073	65.20
$	0.580	1	1.819	130.6	6.116	1.506	2.048	1341	1.202	37.80
DM	0.319	0.550	1	71.80	3.362	0.828	1.126	737.1	0.661	20.78
YEN	4.439	7.656	13.93	1000.	46.83	11.53	15.68	10266	9.201	289.4
F Fr.	0.948	1.635	2.974	213.6	10	2.463	3.349	2192	1.965	61.80
S Fr.	0.385	0.664	1.208	86.72	4.061	1	1.360	890.3	0.798	25.10
H Fl.	0.283	0.488	0.888	63.77	2.986	0.735	1	654.7	0.587	18.45
Lira	0.432	0.746	1.357	97.41	4.561	1.123	1.527	1000.	0.896	28.19
C $	0.482	0.832	1.514	108.7	5.089	1.253	1.704	1116	1	31.45
B Fr.	1.534	2.646	4.813	345.6	16.18	3.985	5.419	3548	3.179	100.

Yen per 1,000: French Fr. per 10 Lira per 1,000: Belgian Fr. per 100.

MONEY MARKETS

Pressure for base rate rise

INTEREST RATES rose sufficiently to discount another half point rise in base rates yesterday. The combination of a week pound and expectations of a further deterioration in the UK balance of payments deficit, wben May trade data is released on Monday, pushed tbree-month interbank money up to 9⅝-9⁷⁄₁₆ p.c. at the close, from 9¼-9⅛ p.c. on Thursday.

Dealers suggested that tbe Bank of England was probably more relaxed wlth the current blend of rising rates and falling pound, because it provided greater opportunity to use bigher rates to control inflation, without running the risk of pushing the pound higher.

The Bank forecast a shortage of around £150m, with factors affecting tbe market including repayment of lete assistance and bills maturing in official hands, together with a take up of Treasury bills, draining £40m. There was also a rise in the note circulation of £320m, end banks brought forward balances £15m below target. These were partly offset by Exchequer transactions whicb added £230m.

The forecast was revised to a shortage of around £250m, and the Bank gave assistance in the morning of £271m, through outright purchases of £1m of eligible bank bills in band 1, and £1m in band 2 both at 8¾ p.c. In band 3 it bought £8m of local authority bills at 8¾ p.c. and £261m of eligible bank bills at 8¾-8¹³⁄₁₆ p.c. There was no further assistance given in tbe afternoon. The sligbtly higher rate in some band 3 bills was regarded as an enthusiastic desire by discount bonses to offload long dated paper. It was not seen as any sort of signal from the Bank of England.

The firmer trend in interest rates was reflected in the weekly Treasury bills tender, where the average rate of discount rose sharply to 9.0321 p.c. from 8.7813 p.c. The £100m of bills on offer attracted bids of £534m against £255m for a similar amount the week before, and all bills on offer were allotted. The minimnm accepted bid was £97.695 against £97.79 and bids et that level were met as to about 30 p.c. and above in full, compared with 73 p.c. the week before. Next week a further £100m of bills will be on offer, replacing a similar amount of maturities.

UK clearing bank base lending rate
9 per cent
from June 22

FT LONDON INTERBANK FIXING

(11.00 a.m. June 24) 3 months US dollars		6 months US Dollars	
bid 7⅜	offer 7½	bid 7¾	offer 7⅞

The fixing rates are the arithmetic means rounded to the nearest one-sixteenth, of the bid and offered rates for $10m quoted by the market to five reference banks at 11.00 a.m. each working day. The banks are National Westminster Bank, Bank of Tokyo, Deutsche Bank, Banque National de Paris and Morgan Guaranty Trust.

MONEY RATES

NEW YORK
(Lunchtime)

Prime rate	9
Broker loan rate	8½
Fed. funds	7⅞-¾
Fed funds at intervention	7⅞

Treasury Bills and Bonds

One month	5.89	Three year	8.18
Two month	6.26	Four year	8.34
Three month	6.71	Five year	8.45
Six month	7.08	Seven year	8.69
One year	7.45	10-year	8.81
Two year	8.02	30-year	8.83

June 24	Overnight	One Month	Two Months	Three Months	Six Months	Lombard Intervention
Frankfurt	3.80-3.90	3.80-3.90	3.90-4.05	4.00-4.15	4.10-4.25	4.50
Paris	7¼-7⅜	7-7⅛	7⅛-7¼	7⅜-7⅝	7⅝-7¾	7.00
Zurich	1½-1¾	2⅞-3⅛	-	3-3¼	-	-
Amsterdam	⅞-1⅛	3⅛-3⅜	-	3⅞-4⅛	-	-
Tokyo	3.46875	3.96875	-	3.96875	-	-
Milan	10-10½	10⅛-11¼	-	11-11½	-	-
Brussels	5.60	5⅞-6⅛	-	6-6⅜	-	-
Dublin	6½-6¾	7⅝-7⅞	7½-7¾	7⅝-7⅞	8¼-8½	-

LONDON MONEY RATES

June 24	Overnight	7 days notice	One Month	Three Months	Six Months	One Year
Interbank Offer	7⅞	7¾	8¾	9⅜	9⅝	10⅛
Interbank Bid	2	7¾	8⅝	9¼	9	9⅞
Sterling CDs	-	-	8⅝	9⅜	9⅜	9⅝
Local Authority Deps.	6¾	7⅝	8⅝	9⅜	9⅜	10
Local Authority Bonds	-	-	8	8⅞	9⅛	-
Discount Mkt Deps.	8	7½	8¼	8⅝	-	-
Company Deposits	-	-	8¾	9¼	9¾	10
Finance House Deposits	-	-	8¾	9¼	9⅝	9⅞
Treasury Bills (Buy)	-	-	8⅝	8⅞	-	-
Bank Bills (Buy)	-	-	8⅞	9⅛	9¼	-
Fine Trade Bills (Buy)	-	-	9⅜	9⅜	9⅞	-
Dollar CDs	-	-	7.60-7.55	7.65-7.60	7.75-7.70	8.10-8.05
SDR Linked Dep Offer	-	-	6⅛	6⅜	6½	6⅝
SDR Linked Dep Bid	-	-	6	6¼	6⅜	6½
ECU Linked Dep Offer	-	-	6	6½	6⅝	6⅞
ECU Linked Dep Bid	-	-	5⅞	6¼	6½	6¾

Treasury Bills (sell); one-month 8½ per cent; three months 8⅞ per cent. Bank Bills (sell): one-month 8⅝ per cent, three months 8⅞ per cent; Treasury Bills; Average tender rate of discount 9.0321 p.c. ECGD Fixed Rate Sterling Export Finance. Make up day May 31, 1988. Agreed rates for period June 26 1988 to July 25, 1988. Scheme I: 9.37 p.c., Schemes II & III: 9.39 p.c. Reference rate for period April 30, 1988 to May 31, 1988. Scheme IV & V: 8.114 p.c. Local Authority and Finance Houses seven days' notice, others seven days' fixed. Finance Houses Base Rate 8½% from June 1, 1988. Bank Deposit Rates for sums at seven days notice 2.375 per cent. Certificates of Tax Deposit (Series 6); Deposit £100,000 and over held under one month 7½ per cent; one-three months 8¼ per cent; three-six months 8¼ per cent; six-nine months 8½ per cent; nine-twelve months 8½ per cent. Under £100,000 6 per cent from May 17, 1988. Deposits withdrawn for cash 5.00 per cent.

LONDON STOCK EXCHANGE

Markets unsettled by base rate worries

Account Dealing Dates

*First Dealings	Option Declarations	Last Dealings	Account Day
Jun 6	Jun 16	Jun 17	Jun 27
Jun 20	Jun 30	Jul 1	Jul 11
Jul 4	Jul 14	Jul 15	Jul 25

*New time dealings may take place from 9.00 am two business days earlier.

WARNING SIGNALS from the London money markets on domestic interest rates unsettled UK equities yesterday, keeping share prices on tbe downside throughout e nervous trading session. There was a sell-off et mid-afternoon wben sbort-dated Gilts were discounting anotber half point rise in UK base rates, and the FT-SE futures contract slipped to a 7 point discount against the underlying index.

A rise in base rates to 9½ per cent early next week was widely predicted in City dealing rooms; "perhaps on Monday if the May trade deficit turns out worse than expected", commented one US bond bouse. The trade figures are due at 11.30am on Monday, and tbe City is braced for an increased current account deficit of around £800m in May against £525m in April.

The equity market was edgy, rather than weak and in the final bour the sector staged its second rally of the day. The FT-SE Index closed down 7.6 off at 1871.3, but had been as low as 1863.9.

The final reading showed a net gain of 21.2 points on the FT-SE scale over a week in whicb the improvement on Wall Street and the dollar outweighed at first the potentially bearish effects of Tuesday's half point rise in domestic interest rates. However, London ended the week reacting bearishly to currency trends, as the weakening in the pound has strengthened the likelihood of yet another rise in UK interest rates.

Concern on domestic inflation and interest rates deepened as Phillips and Drew, the UK brokerage bouse, predicted tbet interest rates might bave to be pushed up to 11 per cent. Not all London houses are quite so bearisb. Warburg Securities stuck to its forecast of 10 per cent base rates by the year-end, but warned of a "worsening balance of payments position".

The equity market said goodbye to its most successful speculative situation in recent history when Jacobs Sucbard admitted defeat in the battle for Rowntree, and sold its 28.4 per cent stake (61.2m shares) to Nestlé at 1075p, the knock-out price offered by Nestlé on Thursday when it put a £2.55bn value on the UK chocolate manufacturer. The market bopes that Sucbard's profit of around £300m on the shares – its Rowntree stock was bought at varying price levels – will fuel another takeover foray in London. At £10¾, Rowntree closed down ⅛.

Government bonds looked unhappy from the opening as the pound continued its fall. Foreign sellers were seen again, particularly in the medium-dated range, and there were no UK institutions willing to take up stock. "The market is worried about currencies and about the UK trade figures", was the summary of the mood from one leading trader.

Cadbury Schweppes failed to benefit from Suchard's capitulation over Rowntree, despite the widely-held belief that it might be the new target of the Swiss group. Cadbury once again traded in volume – some 7.7m shares changed hands – but selling by sbort-term operators of the view that the shares were high enough outweighted fresh demand and the price closed 3 easier at 419p.

Profit-taking also clipped this week's gains In other popular Food leaders including RHM, which closed 6 down at 395p. Elsewhere Fitch Lovell, considered to bave been left behind recently, rose 7 to 288p and W & R Jacob were raised 13 to 238p. Recommended recently by several security houses, Bassett Foods advanced 5 further to a 1988 high of 255p.

Trusthouse Forte (THF) flew against the trend awaiting the announcement on Monday of the interim trading statement. Analysts expected this to make cheerful reading and bope it will contain a property revaluetion which can only enhance the group's attractions.

The rise in the shares began early. A flurry of buying seemed to catch marketmakers unawares end the movement gained momentum as stories resurfeced of a consortium bid from the Far East. Volume expanded, finally amounting to 6.2m shares, and THF rose to 269p before settling a net 6 up on balance at 264p. Hoare Govett forecasts midway profits of £55m, compared with £42.8m last year, along with an increased dividend peyment.

International stocks featured some keen US buying of Hanson, which ended unchanged at 142½p after turnover of 7.5m shares. ICI also enjoyed US support, altbough interest dwindled in late trading and the erroneous entry of a 1.4m trade (instead of 100,000) did not help sentiment. Real turnover was somewbat improved and the shares closed at £10⅝. Mr Andrew Benson, analyst at Robert Fleming, rates ICI a trading buy on improved profit bopes for the agrocbemicals division. Meanwhile, Renters fell back 10 to 535p on light selling from New York.

Glaxo continued to run into selling and ended 8 worse at 973p. BOC added 2 to 419p as market makers found themselves short of stock. Fisons gave up 3 to 274p in volume of 1.3m shares, while Beecham retreated a similar amount to 565p. Wellcome rose 1 to 536p but was not helped by a BZW notice advising investors to take profits after two directors exercised significant share options on June 17.

Ultramar emerged as one of the big turnover stocks in oils as news of the Indonesian liquefied natural gas pricing conflict saw the shares retreat to 290p before rallying to close only 4 off at 300p on turnover of 7.9m shares.

The late rally followed reassuring noises from oil analysts who pointed out that more than 70 per cent of Ultramar's profits come from the group's Canadian refining interests. And dealers were quick to say that any significant fall in Ultramar's sbare price could well trigger the much-rumoured bid for the company where Sir Ron Brierley has a 13.8 per cent stake.

BP ran into further selling pressure whicb lowered the "old" 3 to 257p and the "new" 2 to 62½p. Turnovers were 5.2m and 10m respectively.

Enterprise Oil, where talk of an imminent takeover or merger persists, raced up 7 more to 486p. British Gas, along with LASMO said to be interested in Enterprise, slipped 1½ to 186½p on turnover of 5.6m.

The clearing banks, boosted earlier in the week by the rescbeduling of Brazilian debt, tended to drift on lack of interest and nervousness ahead of Monday's trade figures. **Lloyds** moved against the overall trend and maneged a gain of 4 at 308p, albeit in thin trading. **Bank of Scotland** jumped 9 to 388p, amid talk of a stock shortage.

TSB, scheduled to announce interim figures on Thursday – Morgan Grenfell are going for £175m – edged up to 105p.

Merchant banks turned down led by **Morgan Grenfell** which settled 4 off at 313p. **First National Finance**, due to report interims on Monday – Kleinwort Grieveson are forecasting £30m pre-tax – fell 5 to 260p.

Life assurances were broadly lower in thin trading with **Pearl** slipping back 7 to 479p and **Abbey**, a recent bid favourite, 6 cheaper at 313p.

Composites gave ground across the board. **Commercial Union** retreated 6 to 393p, with the recent big buyer of the stock said to have withdrawn. **Guardian Royal Exchange** drifted back 11 to 960p, **Royals** 5 to 419p and **Sun Alliance** 9 to 983p. **General Accident**, which gained control of NZI earlier in the week, came under pressure and settled 18 down at 890p.

Hogg Robinson continned to feature the insurance brokers and the shares rose 4 more to 183p – up 27 on the week – with the market increasingly of the view that a bid emanating from the US is imminent.

Brewery stocks were stagnant. **Bass** ran up 4 to 809p after favourable comment on its sector rating, but other leaders were unexciting. Among second-liners, **Vaux** rose 3 to 605p, while **Buckley's Brewery** was 2 better at 164p. Merchant bank **Singer & Friedlander** announced late in the day that it was holding 53 per cent of Buckley's shares up for tender on behalf of Mr Peter Clowes and Mr Guy von Cramer.

Ward White continued to attract buyers in anticipation of a good agm next week and the completion of its acquisition of DIY specialist AG Stanley, eventually closing up 2 at 307p having peaked earlier in tbe day at 309p.

Rumours abounded in the electronics sector. **Racal** leapt 9½ to 346p on turnover of 4m shares ahead of Tuesday's preliminary figures which will be accompanied by details of the Vodafone flotation. And tbere was additional interest in the shares late in tbe session as the market picked up whispers tbat GEC could be in the initial stages of accumulating a stake in Racal. Cable & Wireless announced earlier in the week a 2.8 per cent interest. Stories of a Cable & Wireless bid for Racal have circulated in the market for many weeks. GEC, scheduled to reveal preliminary figures on Wednesday, were 3 up at 159p on turnover of 32m – 26m of whicb were accounted for by tbe bed and breakfast deal initiated on Thursday.

There was also talk that GEC could be considering another tilt at Plessey where buying interest boosted turnover to 4.1m and lifted Plessey shares 4 to 165p. **Thorn EMI**, due to announce full-year numbers of Wednesday, slipped 4 to 649p – Morgan Grenfell are forecasting pre-tax profits of £215m against last time's £159.5m.

British Telecom added 3 more to 255p on turnover of 4.3m, and showed a week's gain of 13 – with the market said to be enthusiastic over the prospects of an earlier than expected and fevourable OFTEL review and enhanced value for the Cellnet business as the Vodafone valuation is increased. **Securicor**, joint owner of Cellnet, enjoyed strong support which left the ordinary 8 up at 358p and the "A" 16 higher at 343p.

Institutional investors continued to show enthusiam for Rolls Royce and the shares moved against the general trend to close barder at 129p, after turnover of 3.2m. Features in the Engineering sector were otherwise few and confined to Rotork which spurted to a peak for the year of 188p, up 9, following an outbreak of speculative interest; the stock has long been regarded as a possible takeover target. Spirax Sarco, another pump and valve manufacturer, gained 4 to 189p while Hampson Industries improved 5 to 75p.

Pilkington gave up 2 to 207p in turnover of 2m, despite Phillips & Drew increasing its profits forecast after a company visit. **Boots** enjoyed good support amid vague rumours and favourable comment from brokers, firming 3 to 223p with 5.6m shares changing hands. **Dwek** put on 7 to 113p as speculative buying squeezed the market's supply of stock. **Beazer** was chased by an aggressive buyer, but the shares gave up 2 to 176p in turnover of 3.2m.

Ashley Industrial Trust jumped 12 to 65p on hopes that an asset injection may be imminent, while **Metal Box** closed 5 better at 227p as dealers speculated that it might become the target for a bid by **BTR**, which fell 2 to 272p in turnover of 1.4m shares.

ERF Holdings continued its post-figures progress, accelerating 20 to 428p as dealers reported strong regional buying which easily countered early profit-taking.

Continued speculation of a European bid lifted **Lopex** 3 further for a two-day rise of 30 to 211p. **WPP**, rated by BZW as a special situation "buy", advanced 12 to 585p.

Evans of Leeds stood out in a mildly depressed Property sector, improving 12 to 193p as the market lookedforward to a good set of figures next week. The company is expected to report impressive profits because it operates largely in industrial property in the North and Midlands, where prices are rising fast.

Regalian was another to firm during the day, closing 3 up on 216p as professional operators held on to their stock in the belief that Regalian is a good long-term hold. A big mover among second-line stocks was estate agents **De Morgan**, which benefited from a sudden flurry of buying activity to end the day 10 better on 113p. There was turnover in **Wates City of London** as traders turned gloomy about the company's prospects. Dealers believe that Wates is likely to be one of the few developers to suffer from the imposition of VAT, because it specialises in servicing banks and insurance companies which are not allowed to pass their VAT burden on to customers.

British & Commonwealth featured in late trading with a couple of big bargains around the 250p level. The stock is still living under the cloud of unfinished business as the market waits for B&C to sell its two broking subsidiaries, Marshall & Co and Williams Street.

Harrisons & Crosfield continued their good run of late as details of their Eurosterling convertible issue were published. As well as enjoying some favourable comment in the morning papers, Harrisons milked the reward of a strong dollar, the continuing US drought, several buy recommendations and widespread applause for the takeover of Southerns-Evans to close up 10 on 674p.

It was another quiet day on the Traded Options market, with just 32,748 contracts traded; 23,160 of those were calls, and 9,588 puts. BP was the most active stock, totalling 3,775 calls and 839 puts

FINANCIAL TIMES STOCK INDICES

	June 24	June 23	June 22	June 21	June 20	Year Ago	1988 High	1988 Low	Since Compilation High	Since Compilation Low
Government Secs	88.45	88.82	89.15	89.10	89.06	90.68	91.43 (13/4)	86.97 (13/1)	127.4 (9/1/35)	49.18 (3/1/75)
Fixed Interest	97.83	98.02	97.99	98.13	98.11	97.36	98.67 (25/5)	94.14 (8/1)	105.4 (28/11/47)	50.53 (3/1/75)
Ordinary ♥	1494.9	1496.7	1496.5	1481.6	1468.7	1790.7	1496.7 (23/6)	1349.0 (8/2)	1926.2 (16/7/87)	49.4 (26/6/40)
Gold Mines	213.3	214.1	215.7	215.9	218.7	376.2	312.5 (7/1)	195.4 (13/5)	734.7 (15/2/83)	43.5 (26/10/71)
Ord. Div. Yield	4.45	4.44	4.45	4.50	4.53	3.19				
Earnings Yld. % (full)	11.40	11.38	11.14	11.55	11.63	7.70				
P/E Ratio (net)(*)	10.69	10.71	10.69	10.56	10.48	15.98				
SEAQ Bargains (5pm)	24,338	28,183	24,746	21,760	21,247	55,708				
Equity Turnover (£m)	-	1557.32	1075.98	955.98	720.80	1701.88				
Equity Bargains	-	30,596	27,142	24,865	24,942	55,224				
Shares Traded (ml)	-	573.1	443.1	395.3	327.3	842.2				

S.E ACTIVITY

Indices	June 23	June 22
Gilt Edged Bargains	129.4	108.9
Equity Bargains	198.3	175.9
Equity Value	3107.2	2174.8
5-Day average		
Gilt Edged Bargains	113.8	109.3
Equity Bargains	182.4	182.2
Equity Value	2194.2	2052.7

♥ Opening	10 a.m.	11 a.m.	12 p.m.	1 p.m.	2 p.m.	3 p.m.	4 p.m.
1491.6	1486.7	1493.1	1495.6	1495.9	1496.4	1497.4	1493.4

Day's High 1498.2 Day's low 1486.2

Basis 100 Govt. Secs 15/10/26, Fixed Int. 1928, Ordinary 1/7/35, Gold Mines 12/9/55, S E Activity 1974. * Nil = 10 59.

LONDON REPORT AND LATEST SHARE INDEX: TEL. 0898 123001

LONDON TRADED OPTIONS

Option		Calls Jul	Calls Oct	Calls Jan	Puts Jul	Puts Oct	Puts Jan
Allied Lyons (*436)	390	50	62	70	2	6	11
	420	24	37	50	7	14	22
	460	5	18	30	30	35	40
Brit. Airways (*150)	130	22	-	-	1	-	-
	140	13	20	22	2	6	10
	160	3	11	12	13	17	21
Brit. & Comm. (*250)	240	20	27	32	4	10	11
	260	7	17	22	13	22	23
	280	2	7	13	30	35	38
B.P. (*257)	240	20	26	-	1½	6	-
	260	5½	12½	22	7½	15	19
	280	1	6	12	24	29	32
Bass (*809)	750	67	87	-	3	8	-
	800	30	52	65	15	25	37
	850	7	28	40	50	57	70
Cable & Wire (*373)	360	22	37	47	9	20	28
	390	7	22	35	28	35	45
	420	1½	-	-	53	-	-
Cons. Gold (*1078)	1000	100	145	170	10	37	52
	1050	70	-	-	22	-	-
	1100	36	75	110	47	88	105
Courtaulds (*335)	300	41	52	-	2	7	-
	330	18	33	42	10	18	25
	360	5	18	27	31	37	42
Com. Union (*393)	360	43	50	60	4	12	17
	390	20	30	42	12	25	28
	420	7	17	30	33	42	45
British Gas (*186)	170	18	19	-	1	3¼	-
	180	10	12½	19	2½	7½	10½
	200	1¼	4¼	9½	15½	20½	22
G.E.C. (*159)	140	21	22	26	1	4	6
	160	5	9½	14	6	11	15
	180	1	3½	-	22	27	-
G.K.N. (*326)	300	30	38	47	3	10	13
	330	10	21	29	10	24	26
	360	2½	-	-	35	-	-
Grand Met. (*509)	460	55	65	78	2	4	12
	500	24	36	50	9	22	26
	550	4	16	27	43	48	52
I.C.I. (*1065)	1050	55	-	-	13	-	-
	1100	24	45	74	35	60	68
	1150	9	-	-	72	-	-
Jaguar (*282)	260	26	34	45	2½	8	15
	280	12	22	32	10	18	22
	300	4	12	22	22	28	35
Land Securities (*581)	500	87	98	105	1	5	9
	550	37	58	68	3	16	23
	600	9	27	38	25	33	42
Marks & Spencer (*177)	160	20	25	28	1	3	6
	180	4½	12	17	7	10	14
	200	1	5	9	24	26	28
Britoil (*500)	420	-	-	-	2	2	-
	460	-	-	-	3	6	-
	500	-	-	-	8	13	-
Rolls-Royce (*129)	120	11½	15½	17½	1½	4½	6½
	130	4½	9	12	5	8½	11
	140	1½	4½	-	13	15	-
STC (*274)	240	37	41	48	2	4	10
	260	20	25	26	4	9	14
	280	9	15	24	15	19	27
Sainsbury (*227)	200	29	34	38	1	3	5
	220	12	18	24	3½	7	10
	240	2	8	14	16	18	19
Shell Trans. (*1068)	1000	78	98	127	4½	22	32
	1050	41	-	-	17	-	-
	1100	17	38	70	43	63	73
Storehouse (*262)	240	25	33	43	4	12	18
	260	10	23	33	16	22	30
	280	4	16	25	32	35	40
Trafalgar House (*314)	300	22	32	38	3	8	16
	330	5	14	20	18	23	30
	360	2	7	10	47	47	52
T.S.B. (*104)	90	16	19	21	½	1½	3
	100	7	9	13	1½	5½	6
	110	1½	5	8	10	11	11
Ultramar (*300)	280	30	42	53	6½	19	23
	300	17	30	42	15	30	35
	330	6½	21	30	37	46	50
Woolworth (*288)	260	35	42	50	1½	8	9
	280	15	28	38	6	12	15
	300	7	18	27	15	20	23

Option		Calls Aug	Calls Nov	Calls Feb	Puts Aug	Puts Nov	Puts Feb
Brit Aero (*404)	360	51	60	70	2½	10	13
	390	28	38	50	10	20	24
	420	11	23	33	24	35	40
BAA (*272)	265	16	28	-	5½	12	-
	280	8	19	25	12	19	21
	300	3	10	17	30	32	35
BAT Inds (*428)	390	48	55	67	2½	10	15
	420	26	36	48	11	21	26
	460	8	19	30	35	43	45
Brit. Telecom (*254)	220	36	40	43	2	4	7
	240	16	23	27	5	10	12
	260	6	12	16	15	19	22
Cadbury Schweppes (*420)	360	70	85	93	4	15	22
	390	46	65	75	12	25	33
	420	27	48	59	25	42	46
Guinness (*336)	300	40	47	55	3	7	12
	330	17	28	37	10	17	22
	360	5	13	25	28	35	40
Ladbroke (*427)	390	45	53	65	2½	11	16
	420	23	34	45	12	23	28
	460	26	43	65	28	42	47

Option		Calls Aug	Calls Nov	Calls Feb	Puts Aug	Puts Nov	Puts Feb
LASMO (*456)	360	78	90	102	5	12	19
	420	51	67	82	11	22	28
	460	26	43	65	28	42	47
P.&O. (*596)	550	55	67	90	5	15	22
	600	18	35	55	17	35	44
	650	6	18	-	57	65	-
Pilkington (*206)	180	30	38	45	1	6	9
	200	14	25	30	8	12	20
	220	5½	14	22	20	25	33
Plessey (*165)	140	28	34	38	1½	4	6
	160	12	20	24	6	9	15
	180	4½	11	14	19	21	26
Prudential (*159)	150	16	19	-	3	6	-
	160	8½	12	18	6	10	13
	170	3½	6	-	13	17	-
Racal (*347)	300	50	61	70	5	10	15
	330	28	41	52	13	20	25
	360	14	27	35	28	35	42
R.T.Z. (*440)	390	63	75	87	3	8	13
	420	38	52	63	12	22	28
	460	16	30	43	32	42	50
Vaal Reefs (*80)	80	6	9	13	4½	8	11
	90	3	5	9	12	15	18
	100	¾	3	5	21	24	26

Option		Calls Sep	Calls Dec.	Calls Mar.	Puts Sep.	Puts Dec.	Puts Mar.
Amstrad (*206)	180	34	40	45	5	6	10
	200	20	25	33	11	14	17
	220	11	16	22	23	26	28
Barclays (*417)	395	37	45	-	13	18	-
	420	-	-	40	-	-	37
	429	14	28	-	32	37	-
Beecham (*465)	420	59	68	-	4	10	-
	460	31	39	50	16	22	27
	500	12	21	31	40	45	48
BTR (*274)	240	42	43	-	3½	5½	-
	260	24	30	37	8	11	14
	280	12	18	25	19	22	24
Blue Circle (*424)	390	45	60	70	7	14	20
	420	23	40	50	14	23	33
	460	10	23	30	42	45	53
Dixons (*183)	160	27	31	-	4	7	-
	180	14	19	23	10	14	17
	200	5½	11	16	23	28	30
Glaxo (*972)	900	110	122	145	16	30	38
	950	77	90	114	32	50	58
	1000	50	64	88	57	75	84
Hawker Sidd. (*510)	460	73	78	91	5	9	14
	500	45	53	65	20	27	33
	550	18	28	42	47	53	60
Hillsdown (*285)	260	33	40	45	6	10	12
	280	21	25	35	13	17	22
	300	11	16	25	24	29	32
Hanson (*143)	130	17	19½	21	2	4	5½
	140	9½	12½	14½	5¼	8	9¼
	160	2¼	4¼	6½	19	21	21½
Lonrho (*247)	223	29	35	-	4	8	-
	240	17	24	29	9	14	18
	260	8½	15	19	22	25	30
Midland Bk (*439)	390	57	65	-	6	10	-
	420	35	45	57	17	22	27
	460	15	25	35	40	43	50
Sears (*118)	110	14	17	21	3½	6	7½
	120	8	11	15½	7	10	12
	130	4½	7½	11	14	16	18
Tesco (*156)	140	21	24	27	4	5	6
	160	8	11	16	11	13	16
	180	2½	5	9	24	28	28
Trusthouse Forte (*264)	220	47	53	57	1	2	5
	240	31	38	42	4	7½	11
	260	16½	23	27	11	13	17
Thorn EMI (*649)	600	60	70	-	10	18	-
	650	22	35	45	30	37	44
	700	7	16	25	65	72	80
Unilever (*478)	460	40	49	60	13	18	24
	500	18	28	39	34	39	43
	550	5	-	-	75	-	-
Wellcome (*535)	500	62	76	93	17	23	30
	550	33	50	67	40	46	52
	600	16	31	45	73	77	82

Option		Calls Sep	Calls Dec	Calls Apr.	Puts Sep.	Puts Dec.	Puts Apr.
Boots (*223)	200	31	35	41	3½	7	9
	220	16	23	28	11	15	18
	240	7½	13	20	22	26	28

Option		Calls Aug	Calls Nov	Calls Feb	Puts Aug	Puts Nov	Puts Feb
Conv. 9½% 2005 (*100)	98	[illegible]			[illegible]		
	100	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	102	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Tr. 12% 1995 (*111)	110	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	112	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	114	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Option		Calls Jun	Calls Jul	Calls Aug	Calls Sep	Puts Jun	Puts Jul	Puts Aug	Puts Sep
FT-SE Index (*1871)	1650	223	228	232	233	½	3	6	9
	1700	173	178	183	188	1	5	9	13
	1750	123	130	136	147	1½	9	15	23
	1800	73	87	100	108	3	17	27	35
	1850	27	50	65	77	8	32	45	55
	1900	4	25	40	50	40	55	67	80
	1950	½	11	23	30	85	93	102	110
	2000	½	5	13	18	135	137	142	147

June 24 Total Contracts 32,748 Calls 23,160 Puts 9,588
FT-SE Index Calls 1,352 Puts 2,031
*Underlying security price

Traditional Options

- First dealings June 13
- Last dealings June 24
- Last declarations Sept 15
- For Settlement Sept 24

For rate indications see end of London Share Service

Activity in the traditional options market was at a reduced level but calls were arranged in **Cambridge Instruments, Ovoca Gold, Banner Homes, Helene of London, Norfolk Capital, Explaura Holdings, Trimoco** and **D.C.Cook**. No puts were transacted but doubles were effected in **Dalgety** and **Scottish & Newcastle**.

NEW HIGHS AND LOWS FOR 1988

NEW HIGHS (160).

AMERICANS (24) **CANADIANS** (10) **BANKS** (2) **BREWERS** (8) **BUILDINGS** (8) **CHEMICALS** (1) **STORES** (5) **ELECTRICALS** (7) **ENGINEERING** (8) **FOODS** (3) **INDUSTRIALS** (28) **INSURANCE** (2) **LEISURE** (5) **MOTORS** (1) **NEWSPAPERS** (5) **PAPERS** (8) **PROPERTY** (4) **SHIPPING** (1) **TEXTILES** (2) **TRUSTS** (16) **OILS** (6) **OVERSEAS TRADERS** (1) **PLANTATIONS** (3) **MINES** (6) **THIRD MARKET** (2)

NEW LOWS (18).

LOANS (8) Nationwide Anglia 10⅞pc 22.8.88, Do. 10½pc 12.0.88, Do. 10⅝pc 26.9.88, Do. Bd. Red. 13.3.89, Do 9⅞pc 17.4.89, Do 8½pc 5.5.89, Inv. in Ind. 12½pc Un. Ln. 1992, Inv. in Ind. 7¾ A 1991/94, Inv. in Ind. 8⅞pc Ln. 1992/97. **ELECTRICALS** (2) Neotronics Tech., Pericom, **ENGINEERING** (1) Powerscreen Intl., **INDUSTRIALS** (3) Rodiant Metal, Unigroup, **MOTORS** (1) BTS, **PROPERTY** (1) Ewart, **TRUSTS** (2) MAL, Nat. Home Loans.

LONDON STOCK EXCHANGE

DEALINGS

Details of business done shown below have been taken with consent from last Thursday's Stock Exchange Official List and should not be reproduced without permission.

Details relate to those securities not included in the FT Share Information Services.

Unless otherwise indicated prices are in pence. The prices are those at which the business was done in the 24 hours up to 5 pm on Thursday and settled through the Stock Exchange Talisman system, they are not in order of execution but in ascending order which denotes the day's highest and lowest dealings.

For those securities in which no business was recorded in Thursday's Official List the latest recorded business in the four previous days is given with the relevant date.

‡ Bargains at special prices. ● Bargains done the previous day. Δ Bargain done with non-member or executed in overseas markets.

Corporation and County Stocks
No. of bargains included2

Greater London Council6¾% Stk 90/92 – £90¾
Birmingham Corp2½% Stk 1926(or after) – £21
Glasgow Corp3½% Irrd Stk – £32 (17Je88)
Newcastle-Upon-Tyne(City of)11¾% Red Stk 2017 – £106¾●
Oldham Corp4% Deb Stk – £30 (20Je88)
Salford Corp6½% Red Stk 85/88 – £96½ (22Je88)
Swansea Corp Stk(3½%) – £30 (22Je88)

UK Public Boards
No. of bargains included1

Agricultural Mortgage Corp PLC4½% Deb Stk 81/91 – £82½●
6½% Deb Stk 85/90 – £92½●
7¾% Deb Stk 91/93 – £89¾
10¼% Deb Stk 92/95 – £103 (21Je88)
Clyde Port Authority3% Irrd Stk – £27 (22Je88)
4% Irrd Stk – £36 (22Je88)
Forth Ports Authority3¾% Funded Debt – £30 (22Je88)
Port of London Authority3% Port of London A Stk 29/99 – £46 (20Je88)
3¾% Stk 49/99 – £52 (20Je88)
Scottish Agric Sec Corp10¾% Deb Stk 88/91 – £98 (20Je88)

Foreign Stocks, Bonds, etc–(coupons payable in London)
No. of bargains included67

Hungary(Republic of)7½% Stg Bds(Assd Lon 1968 Sett) – £70 (20Je88)
Argyll Group PLC4¾% Cnv Bds 2002 – £100¾
Australia(Commonwealth of)10¾% Bds 1997 – £100¾ (20Je88)
Barclays Bank PLC10¾% Senior Subord Bds 1997 – £99 (17Je88)
Barclays Bank Finance Co(Jersey)Ld10¾% Sec Deposit Nts 1995 – $104¾ ⅝ (20Je88)
Beldos B.V.Zebras 25/1/95(Br £10000) – £52
British Airways PLC9¾% Nts 1997 – £94¾ (20Je88)
10% Bds 1998 – £98¾ (20Je88)
10¾% Bds 2008 – £98.5● 9●
British Telecom Finance BV7¾% Gtd Bds 1996(Br$5000&50000) – $90¾ 1 (22Je88)
DRG PLC6¾% Subord Cnv Bds 2002 – £95¾ 6 (20Je88)
Eksportfinans A/S7¾% Nts 1992 – $94¾ ¾ (20Je88)
English China Clays PLC6¾% Cnv Bds 2003 – £102¾ (21Je88)
Finland(Republic of)10¾% Bds 1997 – £100¾ ¾ ¾ ¾ (17Je88)
GMAC Australia(Finance) Ld12¾% Nts 1991 (Br$A1000&10000) – $A96¾ (20Je88)
General Motors Acceptance Corp7¾% Nts 29/3/89(Br ECU1000&10000) – EC101 (20Je88)
Gulf States Overseas Finance NV17¾% Gtd Debs 1988 – $97¾ (20Je88)
Hanson Trust PLC10% Bds 2006 (Br£5000) – £94¾ (22Je88)
Hillsdown Hldgs PLC4¾% Cnv Bds 2002 – £98¾ (20Je88)
Iceland(Republic of)6¾% Stg Ln 88/92 – £85 (21Je88)
Imperial Chemical Industries PLC10% Bds 2003 – £97¾ .425 (17Je88)
11¾% Bds 1995(Br£5000) – £104¾● ¾●
International Bank for Rec & Dev9¾% Bds 2007 (Br£5000) – £91¾ ¾ (21Je88)
11¾% Nts 1995 – £106¾
Investors in Industry Int'l BV15¾% Gtd Nts 1/7/89 – $105¾
Kajima Corporation Warrants to sub for Shs of Com Stk – £979.02 979.021 $ 83.383398 (20Je88)
Lasmo North Sea PLC9¾% Cnv Bds 1989 – $178.35 9.65
Leeds Permanent Building Society10¾% Nts 1991 (Br£5000) – £100¾● ¾●
London & Scottish Marine Oil PLC7¾% Cnv Bds 2003 (Br£1000&5000) – £129¾ (17Je88)
MEPC PLC10¾% Bds 2003 – £94¾ ¾ ¾ (20Je88)
Mayne Nickless Finance PLC7% Gtd Subord Cnv Bds 1994 – £96¾ ¾ (17Je88)
Mowlem (John) & Co PLC11¾% Gtd Bds 2013 (Br£10000) – £101¾ ¾ (17Je88)
New Zealand9¾% Bds 1995 – £97 ¾ (20Je88)
Next PLC6¾% Cnv Bds 2002 – £118
Prudential Finance BV9¾% Gtd Bds 2007 (Br£5000&100000) – £89¾ (20Je88)
Prudential Realty Secs 111 Inc12¾% Gtd Stg Fd Bds 15/1/95 – $116¾● 1●
Royal Bank of Scotland PLC10¾% Subord Bds 1998 (Br£5000&25000) – £99¾
10¾% Nts 1992(Br£5000) – £101¾ (20Je88)
Saatchi & Saatchi Finance N.V.6¾% RedCnvPrf 2003 £1(Nil Pd–11/7/88) – 2¾ ¾ 3 3 ¾ ¾ ¾
Sainsbury(J) PLC10¾% Nts 1993 (Br£5000) – £102¾ ¾●
Sears PLC10¾% Bds 1993 – £96¾ 9¾ (20Je88)
Security Pacific Australia Ld9¾% Gtd Nts 1990 – $100¾ (20Je88)
Slough Estates PLC6% Cnv Bds 2003 – £107¾ (21Je88)
State Bank of New South Wales12½% Nts 1991 (Br$A1000&10000) – $A97¾●
State Electricity Comm of Victoria12¾% Gtd Nts 1995 (Br$A1000&10000) – £44.029567 (17Je88)
Toronto Dominion Bank16¾% Dep Nts 7/8/88(Br$N1000&5000) – $N99¾ (17Je88)
Trafalgar House PLC10¾% Bds 2008 – £96¾ (20Je88)
Ultramar PLC6% Cnv Bds 2002 – £134¾ (20Je88)

Sterling Issues by Overseas Borrowers
No. of bargains included35

Asian Development Bank10¾% Ln Stk 2009(Reg) – £101 (21Je88)
Australia(Commonwealth of)9¾% Ln Stk 2012(Reg) – £92¾ (22Je88)
9¾% Ln Stk 2012(Br) – £92¾ (20Je88)
11¾% Ln Stk 2015(Reg) – £109¾●
Bank of Greece10¾% Ln Stk 2010(Reg) – £95¾ (22Je88)
Caisse Centrale De Cooperation Econ12¾% Gtd Ln Stk 2013(Reg) – £118¾ (22Je88)
Caisse Nationale Des Autoroutes16% Gtd Ln Stk 2006 – £145¾ (22Je88)
Credit Foncier De France – £100¾
15¾%GtdSerLnStk2011,12,13,14(Br) – £150 (20Je88)
14¾% Gtd Ln Stk 2007(Reg) – £135¾ (20Je88)
Denmark(Kingdom of)13% Ln Stk 2005 – £118¾
Electricite de France12¾% Gtd Ln Stk 2008(Reg) – £119¾
11¾% Gtd Ser Ln Stk 2009/12(Reg) – £110¾ ½ (22Je88)
European Investment Bank9% Ln Stk 2001 (Reg) – £92¾ ¾ ¾ ¾
10¾% Ln Stk 2004(Reg) – £102¾
11% Ln Stk 2002(Reg) – £107 ¾
Finland(Republic of)11¾% Ln Stk 2009(Reg) – £116¾
11½% Ln Stk 2009(Br£5000) – £109¾ (20Je88)
Hydro-Quebec12.75% Ln Stk 2015 – £119¾ ¾ ¾ (22Je88)
15% Ln Stk 2011 – £136¾
Iceland(Republic of)14½% Ln Stk 2015 – £128¾ 7¾ (17Je88)
Inco Ln15¾% Uns Ln Stk 2008 & Rep Opt – £133●
Inter-American Development Bank9¾% Ln Stk 2015 – £95¾
International Bank for Rec & Dev9¾% Ln Stk 2010(Reg) – £95¾
11.5% Ln Stk 2003 – £111¾ (22Je88)
Ireland12¾% Ln Stk 2008(Reg) – £116 ½
New Zealand11¾% Stk 2008(Reg) – £106¾ 7¾
11¾% Stk 2008(Br £5000) – £107¾ (20Je88)
11¾% Stk 2014(Reg) – £109¾ (21Je88)
Nova Scotia(Province of)11¾% Ln Stk 2019 – £116¾
16¾% Ln Stk 2011 – £150¾ (21Je88)
Petroleos Mexicanos14½% Ln Stk 2006 – £91 (17Je88)
Portugal(Rep of)9% Ln Stk 2016(Reg) – £86 ¾ ¾ (22Je88)
Province de Quebec12¾% Ln Stk 2020 – £115¾ ¾ ¾
Spain(Kingdom of)11¾% Ln Stk 2010(Reg) – £116¾
Sweden(Kingdom of)9¾% Ln Stk 2014(Reg) – £95¾ ¾ ¾ ¾ ½ (22Je88)
9¾% Ln Stk 2014(Br) – £94¾ (20Je88)
11% Ln Stk 2012(Br) – £108●
13.5% Ln Stk 2010(Reg) – £127¾ (22Je88)
13.5% Ln Stk 2010(Br) – £127¾ (20Je88)
United Mexican States16¾% Ln Stk 2008(Reg) – £109¾ 11

Banks and Discount Companies
No. of bargains included1211

Bank of Ireland(Governor & Co of)7% Ln Stk 86/91 – £90 (21Je88)
Barclays PLCADR (4:1) – $29¾
Barclays Bank PLC7¾% Uns Cap Ln Stk 86/91 – £92¾ (21Je88)
8¾% Uns Cap Ln Stk 88/93 – £92¾ 3 ¾
12% Uns Cap Ln Stk 2010 – £111¾ (22Je88)
16% Uns Cap Ln Stk 2002/07 – £135¾ 7¾ ¾ ¾
Barings PLC5¾% Cum 1st Prf £1 – 78 81¾‡ (20Je88)
Co-Operative Bank PLC9.48% Cum Red Prf 2013 £1(PtyPd–4/8/88) – 39¾ ¾ (20Je88)
GPG PLC4.2% Cum Prf £1 – 58 (17Je88)
Guinness Mahon Holdings PLCOrd 10p – 102
Hill Samuel Group PLC8% Uns Ln Stk 89/94 – £90 (21Je88)
Lombard North Central PLC5% Cum 2nd Prf £1 – 49
Midland Bank PLC7½% Subord Uns Ln Stk 83/93 – £89¾ (20Je88)
10¾% Subord Uns Ln Stk 93/98 – £102¾
14% Subord Uns Ln Stk 2002/07 – £121¾
National Westminster Bank PLCADR (3:1) – $30.97●
7% Cum Prf £1 – 70 5
9% Subord Uns Ln Stk 1993 – £96¾ 9
12½% Subord Uns Ln Stk 2004 – £114¾ ¾ ¾
Schroders PLC9¾% Uns Ln Stk 97/2002 – £88
Standard Chartered PLC12¾% Subord Uns Ln Stk 2002/07 – £109¾ ¾
TSB Group PLCOrd 25p – $1.82 p 104 6 6 .394 ½ .805 6 6 7
Warburg (S.G.) Group PLC7¾% Cum Prf £1 – 105¾
Westpac Banking CorporationNew $A1(Lon Reg) (Nil Pd–15/7/88) – 80 80 4 6 6
Wintrust PLC10½% Cum Prf £1 – 135 (20Je88)

Breweries and Distilleries
No. of bargains included585

Allied-Lyons PLC5½% Cum Prf £1 – 55 (20Je88)
7½% Cum Prf £1 – 78 (20Je88)
6¾% Red Deb Stk 84/89 – £94¾ (20Je88)
6¾% Red Deb Stk 87/92 – £87 (20Je88)
7½% Red Deb Stk 88/93 – £88¾
11¾% Deb Stk 2009 – £112¾ ½
6¾% Uns Ln Stk – £59●
7½% Uns Ln Stk – £66●
7¾% Uns Ln Stk 93/98 – £85
Bass PLC4% Cum Prf £1 – 38 (17Je88)
7% Cum Prf £1 – 70 (21Je88)
3¾% Deb Stk 87/92 – £81¾ 2¾
8¾% Deb Stk 87/92 – £94¾ (22Je88)
4¾% Uns Ln Stk 92/97 – £67
7¾% Uns Ln Stk 92/97 – £86 7¾
Bass Investments PLC7¾% Uns Ln Stk 92/97 – £82 (17Je88)
Boddington Group PLC4% Deb Stk Perp – £40 40 (21Je88)
9¾% Cnv Uns Ln Stk 2000/05 – £170●
Bulmer(H.P.)Hldgs PLC8¾% 2nd Cum Prf £1 – 116●
Eldridge,Pope & Co PLC7¾% Irrd Uns Ln Stk – £68 (20Je88)
Greenall Whitley PLC"A" Ord 5p – 100 (22Je88)
8% Cum Prf £1 – 100 (22Je88)
4¾% Deb Stk 87/92 – £81¾●
7% Irrd Uns Ln Stk – £66 (21Je88)
8¾% Irrd Uns Ln Stk – £78¾
Guinness PLCADR (5:1) – $30 (22Je88)
Higsons Brewery PLC6½% Uns Ln Stk 2000/05 – £70 (20Je88)
Macallan-Glenlivet PLC6¾% Cnv Uns Ln Stk 2005 – £240 50
Macdonald Martin Distilleries PLC"B" Ord 25p – £11¾ 12 12
Mansfield Brewery PLCOrd £1 – 375
11½% Deb Stk 2016 – £107 ¾ 6¾ (17Je88)
Scottish & Newcastle Breweries PLC5¾% Cum Prf £1 – 56 (21Je88)
7% Cnv Cum Prf £1 – 163 7
6¾% 1st Mtg Deb Stk 85/90 – £93 (20Je88)
7¾% 1st Mtg Deb Stk 89/94 – £87 ¾ (22Je88)
Seagram Distillers PLC12¾% Deb Stk 2012 – £116¾ ¾
Vaux Group PLC7% Cum Prf £1 – 75 (17Je88)
4½% A Cum Prf £1 – 41 (22Je88)
Watney,Mann & Truman Hldgs PLC3¾% Irrd Deb Stk – £36 (17Je88)
4½% Irrd Deb Stk – £40 (22Je88)
7¾% Red Deb Stk 87/92 – £90 (21Je88)
12¾% Red Deb Stk 2008 – £116¾ (21Je88)
Whitbread & Co PLC6¾% 3rd Cum Prf Stk £1 – 58 (20Je88)
6% 3rd Cum Prf Stk £1 – 58 (22Je88)
7% 3rd Cum Prf Stk £1 – 60
7% Red Deb Stk 88/93 – £87 (22Je88)
7¾% Red Deb Stk 89/94 – £83 (17Je88)
7¾% Uns Ln Stk 95/99 – £83 4
7¾% Uns Ln Stk 98/2000 – £83¾ (22Je88)
10½% Uns Ln Stk 2000/05 – £104 (20Je88)
Whitbread Investment Co PLCOrd 25p – 362 2 5 70
6¾% Deb Stk 87/92 – £88¾ (20Je88)

Registered Housing Associations
No. of bargains includednil

North Housing Association Ln8¾% Gtd Ln Stk 2037 – £82½●
Zero Cpn Ln Stk 2016 – 430 (21Je88)

Commercial, Industrial, etc
No. of bargains included14631

AAH Hldgs PLC4.2% Cum Prf £1 – 59●
ADT LdADR (10:1) – $23.05 .1 ¾ .15 .18 ¾ .18 .2 .3
Cnv Cum Red Prf $1 – 385 90 1
AGB Research PLC8.2% Cnv Prf £1 – 103¾
AMEC PLC6.5p(Net)Cnv Cum Prf 50p(Nil Pd–5/7/88) – 3 3 ¾ ¾ 4 4 ¾ 5
15% Uns Ln Stk 1992 – £113 (22Je88)
AMI Healthcare Group PLCOrd 20p – 265
APV PLC5.25% Cum Prf £1 – 70 (22Je88)
ASW Holdings PLCNew Ord 25p (Fp/LA–8/7/88) – 163 4 4 5 5 6
Aerlinte Eireann Teoranta10¾% Stg Deb Stk 91/96 – £104 (22Je88)
Airtours PLCWarrants to sub for Ord – 14●
Alba PLCOrd 10p – 99 101
Albion PLCOrd 20p – 60
Albright & Wilson Ln6% Deb Stk 87/92 – £92 (20Je88)
Alcan Aluminium LdCom Shs of Npv – £16¾ .3
Alexanders Hldgs PLC"A"(Rst.V)Ord 10p – 26
9¾% Cum Prf £1 – 74 (17Je88)
Allied Textile Companies PLC10% Cnv Subord Uns Ln Stk 1993 – £270 (21Je88)
Amari PLC8% Cum Cnv Red Prf £1 – 109
Amber Day Hldgs PLC10½% Cum Prf 99/2002 £1 – 100
American Brands IncShs of Com Stk $3.125 – $45¾ 46 (17Je88)
Anderson,Strathclyde PLC8% Uns Ln Stk 86/91 – £92 (22Je88)
Appletree Hldgs PLCOrd 10p – 130
Arcolectric(Hldgs) PLCOrd 5p – 136 (22Je88)
Argyll Group PLCWarrants to sub for Ord – 240 (22Je88)
Ariel Industries PLCOrd 25p – 80 (17Je88)
Arlen PLC11¾% Cnv Uns Ln Stk 1990 – £111 20‡ (21Je88)
Associated British Foods PLC5¾% Uns Ln Stk 87/2002 50p – 31¾●
7¾% Uns Ln Stk 87/2002 50p – 42● 4¾●
Associated Electrical Industries Ld6¾% Deb Stk 86/91 – £90 (17Je88)
Astra ABFree "B" Shs SK12.50 – £195
Astra Holdings PLCOrd 5p (Ex Div) – $20.31 p 30 1¾ ¾ 2 2 ¾ 3 ¾
Automated Security(Hldgs) PLC5% Cnv Cum Red Prf £1 – 154 6 7
Avdel PLC10¾% Uns Ln Stk 96/98 – £96 (21Je88)
Ayrshire Metal Products PLCOrd 25p – 122 8¾
BAA PLCOrd 25p – $4.78 p 274 4 ¾ 5 5 6 7
B.A.T Industries PLCADR (1:1) – $7¾
B.A.T. Investments PLC10% Uns Ln Stk 90/95 – £96
10¾% Uns Ln Stk 90/95 – £101 ¾
BBA Group PLC8.75% Cum Red Cnv Prf £1(Fp/AL–29/6/88) – 108 9 9 16
BET PLC5% Perp Deb Stk – £46 (22Je88)
BICC PLC7% Deb Stk 85/90 – £91 (21Je88)
7¾% Deb Stk 90/95 – £91¾
BM Group PLC4.8p (Net) Cnv Cum Red Prf 20p – 101 1 2¾ 3
BOC Group PLC2.8% Cum 2nd Prf £1 – 41¾ ¾ (22Je88)
3.5% Cum 2nd Prf £1 – 51¾ ¾ (22Je88)
12¾% Uns Ln Stk 2012/17 – £114
BPB Industries PLC10¾% Deb Stk 94/99 – £102¾●
B.S.G.International PLC12¾% Uns Ln Stk 93/98 – £104 (20Je88)
BTP PLC7.5p(Net) Cnv Cum Red Prf 10p – 116 6 7 7 8
BTR PLCADR (4:1) – $19.2
Bardsey PLCWarrants to sub for Ord – 12 (22Je88)
Barlow Rand LdPfd Ord R0.10 – 350
Beazer PLC8.67% Cum Red Prf £1 – 102¾ ¾ ¾ (21Je88)
8½% Cnv Uns Ln Stk 2000 – £139
Benson Group PLCOrd 10p – 63 (22Je88)
Birmid Qualcast PLC7¾% Uns Ln Stk 87/92 – £92¾
Blackett Hutton Hldgs Ld5¾% Cum Prf Stk £1 – 49 (17Je88)
Blackwood Hodge PLC7¾% Cum Prf £1 – 73 (21Je88)
Blue Arrow PLCADR (10:1) – $21.621 .809575 .814375 (21Je88)
Blue Circle Industries PLC7¾% Cnv Cum Red Prf £1 – 123 5 ¾ ¾ 6 9 30‡
6¾% 2nd Deb Stk 1984/2009 – £62 8 (22Je88)
6% Deb Stk 88/93 – £84 (21Je88)
7% Deb Stk 88/93 – £90 (20Je88)
6% Deb Stk 92/97 – £85½●
16¾% Deb Stk 94/99 – £102¾●
6¾% Uns Ln Stk(1975 or aft) – £59●
Boeing CoShs of Com Stk $5 – £32¾
Bogod-Pelepah PLCOrd 10p – 35
Boots Co PLC7¾% Uns Ln Stk 88/93 – £85 (22Je88)
Bowater Industries PLC4.35% Cum Prf £1 – 64
Bowthorpe Hldgs PLC7% Uns Ln Stk 90/95 – £79●
Braithwaite Group PLCOrd £1 – 245
Cnv Prf 50p – 91 (21Je88)
British Airways PLCOrd 25p – 150 50 1 1 2 3 4 4 5¾
ADR (10:1) – $28.55 .874104 ¾ (21Je88)
British Alcan Aluminium PLC10½% Deb Stk 89/94 – £99¾ (21Je88)
British-American Tobacco Co Ld6% Cum Prf Stk £1 – 51 (21Je88)
6% 2nd Cum Prf Stk £1 – 62 (20Je88)
British Dredging PLC5% Uns Ln Stk 93/98 – £79 (22Je88)
British Home Stores PLC5½% Mtg Deb Stk 89/94 – £78 (21Je88)
7¼% Mtg Deb Stk 94/98 – £88 (21Je88)
British Mohair Hldgs PLC6% Red Cum Prf(1996)£1 – 85 (22Je88)
British Shoe Corp Hldgs PLC7% Uns Ln Stk 85/90 – £92
British Sidac Ln6% Deb Stk 85/90 – £93 (20Je88)
Brown(John) PLC4¾% Sec Ln Stk 2003 – £58
5¾% Sec Ln Stk 2003 – £62 (20Je88)
Bulgin(A.F.) & Co PLCOrd Stk 5p – 105
Bunzl PLC7% Cnv Uns Ln Stk 95/97 – £97
Burndene Investments PLC15% Uns Ln Stk 2007/12 – £117 (22Je88)
Burton Group PLC8% Uns Ln Stk 98/2003 – £84 (20Je88)
9¾% Uns Ln Stk 98/2003 – £96
6% Cnv Uns Ln Stk 1996/2001 – £116 2 2 3
Cadbury Schweppes PLC3½% Cum 1st Prf Stk £1 – 50 (21Je88)
8¾% 1st Mtg Deb Stk 94/2004 – £89¾ (20Je88)
9% 1st Mtg Deb Stk 88/93 – £94●
Caffyns PLC10% Cum Prf £1 – 112 (21Je88)
Cakebread,Robey & Co PLCOrd 10p – 165 (20Je88)
"A" Ord Non.V 10p – 102 12
Carlton Industries PLC9¾% Uns Ln Stk 86/91 – £94 (17Je88)
Centreway Trust PLC11% Cum Prf £1 – 112
Channel Tunnel Investments PLC5p – 180 2 2 5 5 6
Charter Consolidated PLC2p(Br) (Cpn 47) – 365
Chepstow Racecourse PLCOrd 25p – £16¾ (20Je88)
Clarke(T.) PLCOrd 10p – 80 (22Je88)
Clyde Blowers PLCOrd 25p – 260 (20Je88)
Coats Patons PLC4¾% Uns Ln Stk 2002/07 – £68½●
6¾% Uns Ln Stk 2002/07 – £70 3
7½% Uns Ln Stk 90/95 – £85 6
Coats Viyella PLC4.9% Cum Prf £1 – 78 (17Je88)
Cohen(A.) & Co PLCNon.V "A" Ord 20p – 495
Colroy PLCNew Ord 10p(Fp/LA–29/7/88) – 163 3 6
Cookson Group PLC7% Cum Prf £1 – 87 (20Je88)
Cooper (Frederick) PLC6.5p (Net) Cnv Red Cum Ptg Prf 10p – 105
New 6.5p (Net) Cnv Red Cum Ptg Prf 10p – 100 ¾
Courtaulds PLC7¾% Deb Stk 89/94 – £90¾
5¾% Uns Ln Stk 94/96 – £76
6¾% Uns Ln Stk 94/96 – £80¾ 1
7¾% Uns Ln Stk 94/96 – £84 6¾ 5 ¾
7¾% Uns Ln Stk 2000/05 – £80¾
Courtaulds Clothing Brands Ld7¾% Cum Prf Stk £1 – 78¾ (22Je88)
Courts(Furnishers) PLC7.7% Cum Prf £1 – 80 (21Je88)
Crystalate Hldgs PLC5¾% Cnv Uns Ln Stk 2003 – £180 (20Je88)
Cullen's Hldgs PLCWarrants to sub for Ord – 17
DRG PLC7¾% Uns Ln Stk 86/91 – £92¾
Dalgety PLC4.85% Cum Prf £1 – 63
6¾% Red Deb Stk 85/95 – £81¾ (21Je88)
Dana Ld9% Uns Ln Stk 87/92 – £88 (17Je88)
Dauphin PLCOrd 5p – 111 2 3 4¾ 6 7
Davies & Metcalfe PLC"A"(Non.V)Ord 10p – 80
De La Rue Co PLC2.45% Cum Prf Stk £1 – 38¾
de Morgan Group PLC Ord 5p – 105
Debenhams PLC7¾% 2nd Deb Stk 91/96 – £85
6¾% Uns Ln Stk 86/91 – £85 (22Je88)
7¾% Uns Ln Stk 2002/07 – £78 (21Je88)
7¾% Uns Ln Stk 2002/07 – £79 83 (17Je88)
Delta PLC7¾% Deb Stk 85/90 – £94●
10¾% Deb Stk 95/99 – £102 (22Je88)
Dencora PLC8.25% Cum Cnv Red Prf £1 – 140
Dewhurst PLCOrd 10p – 54●
Dickie(James)&Co(Drop Forgings)PLCOrd 25p – 102
Doctus PLCWarrants to sub for Ord – 8 (22Je88)
Dominion International Group PLCWarrants to sub for Ord – 4
Dow Chemical CoCom Stk $2.50 – £50¾
EMAP PLCOrd 25p – 224 5 6 .225 7
Elliott(B.) PLC7% Cnv Cum Red Prf £1 – 105
Empire Stores(Bradford) PLC6¾% Deb Stk 94/99 – £86¾
English China Clays PLC7% Uns Ln Stk 98/2003 – £78¾ (22Je88)
7¾% Uns Ln Stk 93/98 – £84●
Eurocopy PLCOrd 5p – 98 8 ¾ 9 100 100 1 1 2 3 5
European Home Products PLC5¾% Cnv Cum Red Prf 2008/11 £1 – 132
Eurotunnel PLC/Eurotunnel SA Units (Sicovam Inscribed) – FR33 .16 .527672
Evered Holdings PLC3.85% Cum Prf £1 – 53
Evode Group PLC8% Cnv Uns Ln Stk 03/08 – £170
Fenner(J.H.) & Co(Hldgs) PLC3.85% Cum Prf £1 – 58¾ (22Je88)
Ferranti International Signal PLC5.6% 1st Cum Prf £1 – 60 (21Je88)
Fisons PLCADR (4:1) – $19¾ .65 .7
5¾% Uns Ln Stk 2004/09 – £84¾ (22Je88)
Fitzwilton PLC5¾% Cum Prf IR£1 – 20.46 (21Je88)
Fletcher Challenge Ld16% Specified Prf $N2.20 – 500 (20Je88)
Fluor CorpCom $0.625 – £11.4 (20Je88)
Folkes Group PLCOrd 0p – 57
Ford Motor CoBdr(1/20th Sh Nat West Bank) – 155 (22Je88)
Fortnum & Mason PLCOrd Stk £1 – £32
Foseco Minsep PLC4¾% Cum Prf £1 – 61¾ (17Je88)
16% Cnv Uns Ln Stk 90/95 – £140 (17Je88)
Friendly Hotels PLC4¾% Cnv Cum Red Prf £1 – 103 (22Je88)
6% Cnv Cum Red Prf £1 – 168 (22Je88)
Futura Hldgs PLCOrd 25p – 422 (21Je88)
GEI International PLC10% Uns Ln Stk 87/92 – £90¾ (17Je88)
GKN (United Kingdom) PLC7¾% Gtd Deb Stk 86/91 – £95¾
10¾% Gtd Deb Stk 90/95 – £101½●
General Electric Co PLCADR (1:1) – $2.7 (21Je88)
7¼% Uns Ln Stk 87/92 – £88
7¾% Uns Ln Stk 88/93 – £90●
General Motors CorpCom Stk $1 2/3 – $80¾ (22Je88)
7¾% Gtd Uns Ln Stk 87/92 – £91¾ (22Je88)
Gestetner Hldgs PLC16% Cnv Uns Ln Stk 90/95 – £118
Gibbs & Dandy PLC6¾% Deb Stk 91/96 – £75 (17Je88)
Glenar Group PLCOrd 10p – 112 (17Je88)
Glaxo Group Ld6¾% Uns Ln Stk 85/95 50p – 41
7¾% Uns Ln Stk 85/95 50p – 43¾ (21Je88)
Glynwed International PLC7¾% Cum Prf £1 – 70 (17Je88)
10¾% Uns Ln Stk 94/99 – £102 (20Je88)
Gnome Photographic Products PLCOrd 10p – 400
Goodwin PLCOrd 10p – 45
Grampian Hldgs PLC6½% Deb Stk 84-89 – £96 (22Je88)
Grand Metropolitan PLC5% Cum Prf £1 – 60 (17Je88)
6¾% Cum Prf £1 – 68 (20Je88)
10% Uns Ln Stk 91/95 – £99 (21Je88)
Great Universal Stores PLC7% Cum "B" Prf Stk £1 – 72¾ (22Je88)
6¾% Red Uns Ln Stk – £58 (17Je88)
8¾% Uns Ln Stk 93/98 – £90
Hall Engineering(Hldgs)PLC6.55% Cum Prf £1 – 73 (17Je88)
Hanover Druce PLC6.75% Cnv Cum Red Prf £1 – 108 6
Hard Rock International PLCClass A (Rest Vtg) Ord 2p – 79
Hasbro IncShs of Com Stk $0.50 – $15¾●
Hawker Siddeley Group PLC5¾% Cum Prf £1 – 57¾ (17Je88)
Hepworth PLC7¾% Deb Stk 88/93 – £88¾ (17Je88)
Herring Son & Daw Holdings PLCNew Ord 10p (Fp/LA–7/7/88) – 150 ¾ 2 (22Je88)
Hoechst AgDM50 (Cpn 52) – £268 268¾ 269 270
Honda Motor Co LdShs of Com Stk Y50 – 700
Hopkinsons Hldgs PLC5.25% Cum Prf £1 – 58
House of Fraser PLC6% Uns Ln Stk 93/98 – £72 (17Je88)
6¾% Uns Ln Stk 93/98 – £87
Howard & Wyndham PLC15% Uns Ln Stk 75/91 – £95 (22Je88)
Hunting Associated Industries PLC9¾% Cnv Uns Ln Stk 03/08 – £250 (17Je88)
IMI PLC7¾% Uns Ln Stk 86/91 – £91¾ (21Je88)
7¾% Uns Ln Stk 88/93 – £87 90 2¾
6% Uns Ln Stk 85/90 – £95¾ (21Je88)
ITL Information Technology PLCOrd 10p – 50½●
Illingworth Morris (Saltaire) Ln4¾% Cum 1st Prf £1 – 42 (21Je88)
7% Non-Cum Prf 50p – 30 (17Je88)
Imperial Chemical Industries PLC5¾% Uns Ln Stk 94/2004 – £55 5 ½ ¾ 6
7¾% Uns Ln Stk 86/91 – £92¾ 3 ¾ 4 ¾ ¾ 5
8¾% Uns Ln Stk 88/93 – £93¾ 4 ¾ ¾ 5 ¾
11¾% Uns Ln Stk 91/96 – £103¾
International Bus Mach CorpShs Cap Stk $1.25 – £68¾ ¾ 70¾ .45 ¾
Isoped International PLCNew Ord 10p (Fp/LA–1/7/88) – 117 8 8 9
Jackson Group PLCOrd 10p (Ex Div) – 116 6 6 20 2 8
Jacksons Bourne End PLC25p – 112 8 7 (22Je88)
Jamesons Chocolates PLCOrd 10p – 230 (22Je88)
Johnson & Firth Brown PLC11% Uns Ln Stk 93/98 – £90 8¾
Johnson Group Cleaners PLC7.5p (Net) Cnv Cum Red Prf 10p – 112 4
9% Cum Prf £1 – 87 (21Je88)
Johnson,Matthey PLC8% Cnv Cum Prf £1 – 490 95 500 (22Je88)
Kayser Bondor Ln6% Red Cum Prf Stk £1 – 58
Kelsey Industries PLC11¾% Cum Prf £1 – 134 (17Je88)
Ladbroke Group PLC8% Gtd Uns Ln Stk 90/92 – £93 (20Je88)
Laing(John) PLCOrd "A" Non Vtg 25p – 340 2 3
LandLeisure PLC8¾% Cum Cnv Red Prf £1 – 473 (22Je88)
Lewis(John)Partnership PLC5% Cum Prf Stk £1 – 48
7¾% Cum Prf Stk £1 – 71 (22Je88)
Lewis's Investment Trust Ld6¾% Mtg Deb Stk 85/90 – £90 (21Je88)
Lex Service PLC8¾% Uns Ln Stk 92/97 – £90
Life Sciences International PLC8% Cum Cnv Red Prf £1 – 133
London Cremation Co Ld16% Cum Prf £1 – 95 (21Je88)
London International Group PLC10½% Uns Ln Stk 90/95 – £98 (22Je88)
Lonrho PLC7½% 1st Mtg Deb Stk 86/91 – £91 ½ (20Je88)
10¾% 1st Mtg Deb Stk 97/2002 – £98¾ (21Je88)
9% 2nd Mtg Deb Stk 87/92 – £88 (21Je88)
Low(Wm) & Co PLC8.75% Cum Cnv Red Prf £1 – 125
Lucas Industries PLC10¾% Uns Ln Stk 92/97 – £102¾ (21Je88)
Lyon & Lyon PLCOrd 25p – 290
Macarthy PLC6% "B" Cum Prf £1 – 50 (20Je88)
McCarthy & Stone PLC7% Cnv Uns Ln Stk 99/04 – £190¾ ½ 1 4
Magnet PLC5.825% Cnv Cum Red Prf 2012 £1 – 96 7¾ 8
Manganese Bronze Hldgs PLC6¾% Cum Prf £1 – 83 (22Je88)
Marshalls Halifax PLC10% Cum Prf £1 – 120
6.5p(Net) Cnv Cum Red Prf 20p – 121¾ 2
Menzies(John) PLC9% Cum Prf £1 – 124¾
Metal Box PLCWarrants to sub for Ord – 62●
10¾% Uns Ln Stk 92/97 – £121¾ (17Je88)
Michelin Tyre PLC6¾% Deb Stk 84/89 – £95¾
Monsanto CoCom Stk $2 – £48.95 $ 86.075 (21Je88)
Montedison S.P.A.Savings Shs L1000 – L792 3 (20Je88)
Morgan Crucible Co PLC7.5% (Net) Cnv Cum Red Prf £1 – 119 20
Newarthill PLC6¾% Cum Prf £1 – 88¾
News International PLC8% 2nd Cum Prf £1 – 80 (21Je88)
Next PLC7%"A" Cum Prf £1 – 70 (22Je88)
10%"B" Cum Prf 50p – 61●
7¾% 1st Mtg Deb Stk 87/92 – £91¾ (20Je88)
Noble & Lund PLC8% Cnv Cum Red Prf £1 – 117
Nobo Group PLCOrd 10p – 208 12
Normans Group PLC8¾% Cnv Uns Ln Stk 99/04 – £118
Norsk Data ASClass "B"(Non Vtg) NK20 – DM17.2
North British Steel Group(Hldgs)PLCOrd 25p – 32
Northern Engineering Industries PLC3% Cum Red Prf £1 – 42½●
9% Uns Ln Stk 90/95 – £93¾ (20Je88)
Norton Opax PLC5¾% Cnv Cum Red Prf 2002 £1 – 91½ 4
Oceonics Group PLCWarrants to sub for Ord – 16 8 (22Je88)
Oliver(George)(Footwear) PLCOrd 25p – 440 60 (20Je88)
Page (Michael) Group PLCOrd 2p – 64
Pall CorporationShs of Com Stk $0.25 – $26¾ (21Je88)
Parker Knoll PLCOrd 25p – 925 (22Je88)
Parkfield Group PLC7% Cum Cnv Red Prf £1 – 330 5 (22Je88)
Pearson PLC8.29% Uns Ln Stk 88/93 – £91
8.525% Uns Ln Stk 88/93 – £94 (17Je88)
10¾% Uns Ln Stk 2001/05 – £100●
10¾% Uns Ln Stk 93/98 – £100 (22Je88)
Pegler-Hattersley PLC7% Uns Ln Stk 89/94 – £87 (22Je88)
Pentos PLCDfd Ord 20p – 250 5 60
Peugeot Talbot Motor Co Ld5½% Deb Stk 84/89 – £92¾ (17Je88)
Plessey Co PLC7¾% Deb Stk 92/97 – £84
Polly Peck International PLC6% Cum Cnv Red Prf £1 – 128 (17Je88)
Portals Hldgs PLC5¾% Cnv Uns Ln Stk 94/2000 – £180¾‡ 2¾‡ (21Je88)
Portland Holdings LnOrd $Z0.50 – 10 (22Je88)
Powell Duffryn PLC4½% Cum Prf 50p – 22 (17Je88)
Powerscreen International PLC13% Cnv Uns Ln Stk 1995 – £748 (17Je88)
Prowting PLCOrd 20p – 182 (21Je88)
Ord 20p (Fp/LA–27/7/88) – 188 ¾ 9 9 90 1 2
Queens Moat Houses PLC10¾% 1st Mtg Deb Stk 2020 – £97¾ (20Je88)
R.E.A.Hldgs PLCWarrants to sub for Ord – 15 (20Je88)
9% Cum Prf £1 – 75 (21Je88)
12% Cnv Uns Ln Stk 2000 – £90 (17Je88)
RJR Nabisco IncShs of Com Stk NPV – $46¾ (21Je88)
RPH Ln4½% Uns Ln Stk 2004/09 – £40 (21Je88)
7¾% Uns Ln Stk 87/92 – £90¾ (17Je88)
9% Uns Ln Stk 99/2004 – £90 (21Je88)
Racal Electronics PLCADR (1:1) – $6.055●
Rank Organisation PLCADR (1:1) – $12.68 (20Je88)
Ranks Hovis McDougall PLC6% Cum 1st Prf £1 – 65 (21Je88)
6% Cum "A" Prf £1 – 62
6% Cum "B" Prf £1 – 60 (20Je88)
6¾% Uns Ln Stk 83/88 – £95 (20Je88)
6¾% Uns Ln Stk 83/88 – £96¾
8¾% Uns Ln Stk 90/94 – £93¾
8¾% Uns Ln Stk 91/95 – £84¾ 5¾‡
Ratners Group PLC8.25p Cnv Cum Non-Vtg Red Prf 20p – 103 3 ¾ 4
Readicut International PLC8½% Uns Ln Stk 88/93 – £92 (20Je88)
Rechem Environmental Services PLCOrd 2p – 238 6
Reed International PLC5% Cum Prf £1 – 52¾●
Renold PLC6% Cum Prf Stk £1 – 51
9% 1st Deb Stk 91/96 – £86 (20Je88)
Rolls-Royce PLCOrd 20p – 125 6 6 ¾ 7 7 ¾ .127 ¾ ¾ .627 .872 6 6 .128 ¾ .628 6 6
Ropner PLC11¾% Cum Prf £1 – 150 (21Je88)
Rowntree PLC6% 1st Cum Prf £1 – 65¾
7% 2nd Cum Prf £1 – 60 (21Je88)
Rugby Group PLC6% Uns Ln Stk 93/98 – £72 (20Je88)
SD-Scicon PLCOrd 0p – 83 4 .4155 ¾ 6 6 6
6.5% Cnv Cum Red Prf £1 – 142
Warrants to sub for Ord – 20
Saatchi & Saatchi Co PLCADR (3:1) – $20.1
6% Cnv Uns Ln Stk 2016 – £90 90‡ 2 3
Sanderson Murray&Elder(Hldgs) PLCOrd 50p – 175 (21Je88)
Savoy Hotel PLC"B" Ord 5p – £195
Scantronic Hldgs PLC5.75% Cnv Cum Red Prf £1 – 167 (20Je88)
Scapa Group PLC8% Uns Ln Stk 88/93 – £87 8 (22Je88)
Schering AG Shs of DM50,100 &1000 (Cpn 51) – DM506¾
Scott's Restaurant PLCOrd 12½p – 216 (21Je88)
Sears PLC7¾% Uns Ln Stk 92/97 – £83●
Serco Group PLCOrd 2p – 235
Sidlaw Group PLC7¾% Uns Ln Stk 2003/08 – £80●
Simon Engineering PLC6% Cum Prf £1 – 61 (21Je88)
9¾% Deb Stk 92/97 – £95¾ (17Je88)
Simons & Co Ld7½% Cum Prf £1 – 79 (17Je88)
600 Group PLC3.15% Cum Prf £1 – 45¾ ¾ (21Je88)
11% Uns Ln Stk 92/97 – £121¾ (17Je88)
Slingsby(H.C.)PLCOrd 25p – 377
Smith (W.H.) Group PLC"B" Ord 10p – 59¾ (20Je88)
5½% Red Uns Ln Stk – £40
Smurfit(Jefferson)Group PLC10½% Uns Ln Stk 75/95 – £92 (22Je88)
Sommerville(William) & Son PLCOrd 25p – 700 (21Je88)
Sound Diffusion PLC7.25% Cnv Cum Red Prf £1 – 128 9 31
Spong Hldgs PLCCnv Cum Red Prf 20p – 58
7% Cnv Cum Red Prf £1 – 65 (21Je88)
Squibb CorpCom Stk $1 – $85¾ (22Je88)
Stag Furniture Hldgs PLC11% Cum Prf £1 – 140
Stanley(A.G.)Hldgs PLC5.75p Cum Cnv Red Prf – 170 (21Je88)
Staveley Industries PLC7¾% Uns Ln Stk(86/91) – £90 (21Je88)
Steed & Simpson PLCOrd 25p – 214
Steetley PLC8¾% Deb Stk 85/90 – £92 (21Je88)
Stoddard(Hldgs) PLC4% Cum Prf £1 – 47 (17Je88)
Storehouse PLC9% Cnv Uns Ln Stk 1992 – £170 2
Swan(John) & Sons PLCOrd 25p – 318 (22Je88)
Swire(John) & Sons Ld6.3% Cum Prf £1 – 85 (20Je88)
Symonds Engineering PLCOrd 5p – 41 (22Je88)
TDK CorporationShs of Com Stk Y50 – Y354.29
TGI PLCOrd 1p – 141
T.I.P. Europe PLCOrd 5p – 145 6
Tarmac PLC6¾% Deb Stk 89/94 – £82 (20Je88)
7¾% Mtg Deb Stk 85/90 – £94¾● 5●
8¾% Uns Ln Stk 90/95 – £98¾ (17Je88)
Tate & Lyle PLCADR (1:1) – $14.86 (20Je88)
7¾% Deb Stk 89/94 – £90¾●
7¾% Uns Ln Stk 85/90 – £94 (20Je88)
6% Uns Ln Stk 2003/08 – £79 80
10¾% Uns Ln Stk 2003/08 – £102¾ (21Je88)
13½% Cnv Uns Ln Stk 94/99 – £250 6 7 60 (20Je88)
Non-Int Brg Cnv ULS 1969 (Ptly Pd) (Reg) – £98¾ ¾ 7¾ ¾ ¾
Taylor Woodrow PLC7¾% Uns Ln Stk 87/90 – £91 4¾ 6 (21Je88)
Telfos Hldgs PLCWarrants to sub for Ord – 82 6 (17Je88)
9% Cum Prf £1 – 110●
Tesco PLC4% Uns Deep Disc Ln Stk 2006 – £48 ¾
Tex Holdings PLCOrd 10p – 162 5
Thomson Organisation PLC4.72% Cum 1st Prf £1 – 65
5.89% Cum Prf £1 – 80
21.7% Cum Prf 25p – 82 (17Je88)
Thomson T-Line PLC5.75p(Net)Cnv Cum Red Prf 20p – 116 8 20
THORN EMI PLCWarrants to sub for Ord – 175 7 (20Je88)
9% Uns Ln Stk 2004/09 – £84 (22Je88)
7¾% Uns Ln Stk 2004/09 – £70 (21Je88)
8¾% Uns Ln Stk 89/94 – £90 (21Je88)
Thorntons PLCNew Ord 10p(Fp/LA–1/7/88) – 131 2 2 3 4
Tilling(Thomas) PLC4.55% Cum Prf £1 – 55¾
8.25% Cum Prf £1 – 78¾● ¾● ¾● ¾●
5% Deb Stk 85/90 – £95●
8¾% Uns Ln Stk 89/94 – £93¾ (22Je88)
Tioxide Group PLC11¾% Uns Ln Stk 91/96 – £102¾ (20Je88)
Titaghur Jute Factory PLCOrd Stk £1 – 125
6% Cum Prf Stk £1 – 48 (21Je88)
Tomkins PLC9¾% Cnv Uns Ln Stk 1994 – £255 (22Je88)
Tootal Group PLC5% Cum Prf £1 – 49 (22Je88)
6¾% Deb Stk 85/90 – £90 (20Je88)
7¾% Deb Stk 85/90 – £90 (21Je88)
7¾% Uns Ln Stk 89/94 – £80 (20Je88)
Towles PLC"A" Non.V.Ord 10p – 98 (20Je88)
Trafalgar House PLC6% Uns Ln Stk 94/99 – £80 (17Je88)
6¾% Uns Ln Stk 2000/05 – £84¾ (20Je88)
10¾% Uns Ln Stk 2001/06 – £99 100 (21Je88)
Transport Development Group PLC4.2% Cum Prf £1 – 58 (21Je88)
6¾% Uns Ln Stk 89/94 – £86 (21Je88)
8¾% Uns Ln Stk 93/98 – £87 (20Je88)
8¾% Uns Ln Stk 96/2000 – £93¾ (21Je88)
Tranwood Group PLCWarrants to sub for Ord – 9 (21Je88)
Trusthouse Forte PLCWarrants to sub for Ord – 83●
7.25% 1st Mtg Deb Stk 86/91 – £93
10.5% Mtg Deb Stk 91/96 – £102 (21Je88)
9.1% Uns Ln Stk 95/2000 – £93● 5¾●
UK Paper PLCOrd 10p – 155 5 6 6 7 6 8 6 60
Unigate PLC5¾% Deb Stk 83/88 – £98 (17Je88)
7¾% Deb Stk 86/91 – £93¾ (20Je88)
8¾% Uns Ln Stk 91/96 – £72
Unigroup PLC1¾% Cum Cnv Red Prf £1 – 80 (20Je88)
Unilever PLCADR (4:1) – $19.03 (21Je88)
7% 1st Cum Prf Stk £1 – 69 (21Je88)
8% 2nd Cum Prf Stk £1 – 75 (21Je88)
5¾% Uns Ln Stk 91/2006 – £61●
6% Uns Ln Stk 81/2006 – £65 ¾ ¾ 6
Union International Co PLC6% Cum Prf Stk £1 – 59
7% Cum Prf Stk £1 – 64 (21Je88)
Unisys CorpCom Stk $5 – $38¾ (21Je88)
United Gas Industries Ln16¾% Uns Ln Stk 98/2003 – £104
United Scientific Hldgs PLC5.5% Cnv Cum Non-Vtg Red Prf £1 – 83
Upton(E.)& Sons PLCOrd 25p – 85 85
Vantona Viyella PLC4.55% Cum Prf £1 – 63●
5.6% Cum Prf £1 – 60●
Pfd 6% Stk(Non-Cum) – £46 (22Je88)
9% Cum(Tax Free To 30p)Prf Stk £1 – 72
Victoria Carpet Hldgs PLCOrd 25p – 127 (20Je88)
Virgin Group PLC ADR (8:1) – $9¾ (20Je88)
Volvo AB"B" SK25(Non-Restricted) – $55 SK347 347.45
WB Industries PLCOrd 10p – 39 (17Je88)
11.5% Cum Prf £1 – 77
WCRS Group PLC5.5% Cnv Cum Red Prf 1989 10p – 116
Walker & Staff Hldgs PLCOrd 5p – 120 (17Je88)
Walker(J.O.) & Co PLCOrd 25p – 380 (17Je88)
Walker(Thomas) PLCOrd 5p – 55 (22Je88)
Waterford Glass/Wrld Wedgwood PLCUnits (1 WFG Ord Ir£0.05 & 1 WFW Inc 1p) – Ir£1.34 p 112 ¾ 3 3 ¾ 4 ¾ ¾ 5 5 ¾ 6 7
Waterman Partnership Holdings PLCOrd 10p – 131
Watmoughs(Hldgs) PLC6¾% Cum Red Prf 2006 £1 – 121 ¾ ¾ ¾
Westland Group PLCWarrants to sub for Ord – 23 5¾
7¾% Cnv Cum Prf £1 – 180 (17Je88)
Whitecroft PLC4.1% Cum Prf £1 – 58 (22Je88)
Widney PLC8.76% Cnv Cum Red 2nd Prf 2000 £1 – 128 (17Je88)
Wigfalls PLC6¾% Uns Ln Stk 94/99 – £45 (17Je88)
Williams Hldgs PLC10¾% Cum Prf £1 – 134 (22Je88)
Wilson(Connolly)Hldgs PLC6% Cum Prf £1 – 70 (20Je88)
Woolcombers(Hldgs) PLC7¾% Cum Prf Stk £1 – 63
Woolworth Hldgs PLCADR (2:1) – $16.59 (20Je88)
Xerox CorpCom Stk $1 – £31¾
Yule Catto & Co PLC11¾% Cum Red Prf 1998/2003 £1 – 130 (17Je88)

Financial Trusts, Land, etc
No. of bargains included369

American Express CoCom $0.60 – £15¾
Archer(A.J.) Hldgs PLCOrd 1p – 147 9
Asset Trust PLCWarrants to sub for Ord – 52 (17Je88)
Baillie Gifford Technology PLCWarrants to sub for Ord – 16
Bangkok Investments LdPtg Red Prf $0.01 – $47¾ 8¾
Britannia Arrow Hldgs PLCWts To Subscribe for Ord – 27 (22Je88)
British & Commonwealth Hldgs PLC10¾% Uns Ln Stk 2012 – £94¾
CLF Holdings PLC – 116 1 2
Capital Strategy Fund LnPtg Red Prf $0.01(US$ Deposit Fund Shs) – $1.019 (17Je88)
Ptg Red Prf $0.01(British Fund Shs) – 150
Compagnie Bancaire S.A.FF100(Br) – £450
Daily Mail & General Trust PLCOrd 50p – £30
Edinburgh Financial Trust PLCWarrants to sub for Ord – 16
13 5/16% Deb Stk 2003 – £116 (17Je88)
F & C Enterprise Trust PLCWarrants to sub for Ord – 11 3
Findhorn Finance PLC6¾% Uns Ln Stk 86/91 (Ptly Conv) – £75 (17Je88)
First Debenture Finance PLC11.125% Severally Gtd Deb Stk 2016 – £105¾ ¾ ¾
Foreign & Col Reserve Asset Fund Ln – $13.07
PtgRedPrf $0.05 Cl D(Multicurrency Bds) – $18.4579
GAM Pacific Inc Vtg Red Shs of Com Stk of NPV – £212.4942 (20Je88)
GAM Worldwide Inc Vtg Red Shs of NPV – £168.0336 (20Je88)
GAMerica Inc Vtg Red Shs of NPV – £104.807 (20Je88)
Govett American Endeavour Fund LnOrd $0.10 – 96 (21Je88)
Inchcape PLC6¾% Cum Red Prf 90/92 £1 – 95¾ 7 (20Je88)
8% Uns Ln Stk 87/90 – £95¾ (21Je88)
10¾% Uns Ln Stk 90/95 – £99¾ (20Je88)
12¾% Uns Ln Stk 93/98 – £109¾ (21Je88)
International City Hldgs PLC6¾% Cnv Cum Red Prf £1 – 102 (20Je88)
International Inv. Tst Co of JerseyWarrants to sub for Ord – 60 (17Je88)
Intl Stock Exchange of UK&Rep of Ir Ln 7¾% Mtg Deb Stk 90/95 – £85 (20Je88)
10¾% Mtg Deb Stk 2016 – £97¾ (21Je88)
JF Pacific Warrant Co SA Ord $2 (Br) – £61 1
Prf $2 (Br) – £22 3¾
Korea-Europe Fund LdShs $0.10 – $31¾● 2● ¾●
Shs(IDR to Br) $0.10 (Cpn 2) – $750 (21Je88)
LIT Holdings PLCCum Red Prf £1 (Ptly Pd–1/7/88) – 40 40 (17Je88)
MIM Britannia Jersey Gilt Fund Ld Ptg Red Prf 1p – 16¾ (21Je88)
Melville Street Investments PLCWarrants to sub for Ord – 28 (20Je88)
Shs of NPV(Overseas Fund) – 116.3 (20Je88)
Mercury Selected TrustShs NPV Global Fund(Reg) – $38.13
Mezzanine Capital&Inc Tst 2001 PLCInc Shs £1 – 150
National Home Loans Corp PLC7.5% Cnv Prf £1 – 97 7 ¾ 8 9 9 103‡
Oporto Growth Fund LdPtg Red Prf $0.01 (Br) – $12¾ (20Je88)
Rothschild(J.)Hldgs PLCWarrants to sub for Ord – 102 6 5 7 ½
Save & Prosper Gold Fund Ld$0.01 – $15.79 (17Je88)
Second Market Investment Co PLC2¾% Cnv Uns Ln Stk 1994 – £85 (21Je88)
Selective Assets Trust PLCOrd 10p – 73
Units of Equities Index Uns Ln Stk 2013 – 91
Units of Equities Index ULS 2013 Sers 11 – 89 (21Je88)
Stern Fund (Cayman) LnPtg Red Prf $0.01 – $15 (22Je88)
Strata Investments PLCWarrants to sub for Ord – 27 (20Je88)
TSB Gilt Fund LdPtg Red Prf 1p(Class"A" Ptg Red Prf) – 105‡ (21Je88)
Thai Euro Fund LnPtg Shs $0.01 – £11¾ ¾
Thai Investment Fund LnPtg Red Pfd $0.01 – $15¾ .6 .65 .7 .8 .94
Thornton Pacific Investment Fund SA£1 – 826 (21Je88)
Warrants to sub for shs – 350 (22Je88)
Transcontinental Services Group NV – 87 (21Je88)
Value & Income Trust PLC6¾% Cum Cnv Red Prf £1 – 125 (22Je88)

Insurance
No. of bargains included646

Alexander & Alexander Services IncShs of Class C Com Stk $1 – £12¾
General Acc Fire&Life Assc Corp PLC7¾% Uns Ln Stk 87/92 – £90
7¾% Uns Ln Stk 92/97 – £90¾ 1 (21Je88)
Guardian Royal Exchange AssurancePLC7% Cum Red Prf £1 – 75●
7% Uns Ln Stk 86/91 – £90¾
Scottish Life Assurance Co7¾% Uns Ln Stk 97/2002 – £78 (20Je88)
Standard Life Assurance Co5% Perp Stk – £45 (20Je88)

Investment Trusts
No. of bargains included598

Alliance Trust PLC4¾% Prf Stk (Cum) – £44¾ (21Je88)
Atlantic Assets Trust PLC5% Cum Prf £1 – 50 (17Je88)
Australia Investment Trust PLCA Warrants to sub for Ord – 8 (22Je88)
Baillie Gifford Japan Trust PLCWarrants to sub for Ord – 415●
Baillie Gifford Shin Nippon PLCWarrants to sub for Ord – 42 (22Je88)
Bankers Investment Trust PLC10¾% Deb Stk 2016 – £97¾ 8¾ ¾ (21Je88)
British Assets Trust PLC"A" 5% Prf Stk(Cum) – £52 (21Je88)
British Empire Sec & General Trust10¾% Deb Stk 2011 – £98¾ 7 ¾ (22Je88)
British Kidney Patient Ass Inv TstOrd £1 – 235 (21Je88)
C.S.C.Investment Trust PLCOrd 25p – £19 (22Je88)
Capital Gearing Trust PLCOrd 25p – 229●
Child Health Research Inv Trust PLCOrd 10p – 34
Children's Medical Charity Inv TstPLC Ord £1 – 78
Derby Trust PLCWarrants to sub for Cap Shs – 75 (21Je88)
EFM Dragon Trust PLCWarrants to sub for Ord – 3
Edinburgh Investment Trust PLC3.65% Cum Pfd Stk – £57¾ (21Je88)
11¾% Deb Stk 2014 – £109 9 (21Je88)
English & Caledonian Investment PLCOrd £1 – 215 (17Je88)
English & International Trust PLC5¾% Cum Prf £1 – 45 (22Je88)
10¾% Deb Stk 2014 – £121
External Investment Trust PLCOrd £1 – 830 (17Je88)
F.& C. Pacific Investment Trust PLCWarrants to sub for Ord – 57 8
Fifth Throgmorton Co PLC7.25% Cnv Uns Ln Stk 2003 – £102 (22Je88)
First Spanish Inv Trust PLCWarrants to sub for Ord – 16 21 ¾
Fleming Mercantile Inv Trust PLC3.5% Cum Prf Stk £1 – 52 (22Je88)
4¾% Perp Deb Stk – £42 (17Je88)
3¾% Red Deb Stk 80/95 – £80 (21Je88)
Foreign & Col Invest Trust PLC5% Deb Stk 85/90 – £90¾ (17Je88)
German Securities Inv Trust PLCOrd £1 – 88
German Smaller Co's Inv Trust PLCWarrants to sub for Ord – 37 7
Globe Investment Trust PLC10% Deb Stk 2016 – £98¾ (22Je88)
11½% Cnv Uns Ln Stk 90/95 – £323
9¾% Deb Stk 2017 – £94
10¾% Deb Stk 2016 – £98¾
"Investing in Success"Equities PLCWarrants to sub for Ord – 13 (22Je88)
Investors Capital Trust PLC7¾% Deb Stk 92/97 – £80 2 (20Je88)
Law Debenture Corp PLC3.85% Cum Prf £1 – 40 (22Je88)
London & St Lawrence Investment PLCOrd 5p – 88
London American Ventures Trust PLC4% Cum Pfd £1 – 50 (21Je88)
Multitrust PLCWarrants to sub for Ord – 20
Murray Smaller Markets Trust PLC4.1% Cum Prf £1 – 81 (17Je88)
New Darien Oil Trust PLCWarrants to sub for Ord – 8¾ (17Je88)
New Guernsey Securities Trust LdOrd 25p – 77 (22Je88)
New Tokyo Investment Trust PLCWarrants to sub for Ord – 90 (17Je88)
Plantation Trust Co PLC7¾% Cnv Uns Ln Stk 2000 – £95 (17Je88)
Raeburn Investment Trust PLC5% Cum Prf Stk – £50 (17Je88)
6% Deb Stk Irrd – £30 (17Je88)
St Andrew Trust PLC5¾% Cum Prf Stk – £54 (21Je88)
Scottish Eastern Inv Trust PLC9¾% Deb Stk 2020 – £99¾
Scottish Mortgage & Trust PLC8-12% Stepped Int Deb Stk 2028 – £104¾ (17Je88)
8%-14% Stepped Interest Deb Stk 2020 – £129
Scottish National Trust PLC10% Deb Stk 2011 – £98¾●
Securities Trust of Scotland PLC4½% Cum Prf Stk – £48¾ (21Je88)
12% Deb Stk 2013 – £111 (20Je88)
Shires Investment PLCWarrants to sub for Ord – 45
TR City of London Trust PLC10¾% Deb Stk 2020 – £98¾ (17Je88)
TR Industrial & General Trust PLC5½% Deb Stk 92/97 – £88 (17Je88)
10% Deb Stk 2016 – £98¾ (22Je88)
TR Trustees Corp PLC8¾% Deb Stk 87/92 – £82 (20Je88)
Vantage Securities PLCWarrants to sub for Ord – 55
Witan Investment Co PLC8% Deb Stk 95/99 – £87 (21Je88)
8¾% Deb Stk 2016 – £83¾ (21Je88)

Unit Trusts
No. of bargains included29

M.& G. American Smaller Co's FundAccum Units – 48.7
M.& G. International Income FundInc Units – 80
Accum Units – 88.7 (21Je88)
M.& G. Japan Smaller Companies Fund – 134¾ (17Je88)

Mines – Miscellaneous
No. of bargains included303

Anglesey Mining PLCUnits (Fp/LA–5/7/88) – 285 5 (21Je88)
Anglo United PLCCnv Red Prf 10p – 82 2 (22Je88)
Beralt Tin Co PLC 10p – 52 (22Je88)
Botswana RST LdPu2 – $0.85 (21Je88)
Consolidated Gold Fields PLCADR (4:1) – $78¾
De Beers Consolidated Mines LdDfd R0.05(Br) (Cpn 81) – $11.7 11¾
El Oro Mining&Exploration Co PLCOrd 10p – 350●
Mhangura Copper Mines LdOrd Stk $Z1 – 16 (21Je88)
RTZ Corporation PLC3.325% "A" Cum Prf £1 – 47 (17Je88)
Waverley Mining Finance PLCOrd 5p (With Warrants) (Fp/RLA–4/7/88) – 87 (22Je88)
Willoughby's Consolidated PLCStk 50p – 80 (22Je88)
Pfd 1p – 55 (22Je88)
Zambia Consolidated Copper Mines Ld"B" Ord K10 – 30 (22Je88)

Mines – South African
No. of bargains included38

Coronation Syndicate LnR0.25 – 24 6 (20Je88)
General Mining Union Corporation12.5% Uns Subord Comp Cnv Debs(Irrd) R27 – £6¾ (20Je88)
New Central Witwatersrand AreasLd R0.50 – £8¾ (22Je88)

Oil
No. of bargains included2398

Aran Energy PLCOrd Ir£0.20 – £0.945 0.95 0.955 0.96 0.965 p 80 ¾ .58 ¾ .83 1 ¾ 2 3 4
Atlantis International LnCom Shs of NPV – 43
BOM Hldgs PLCOrd 2½p – 6¾ 7 ¾
British Petroleum Co PLCOrd 25p (Restricted Transfer) – 258
Ord 25p (120p Pd) (Reg) – 84 4 .4955 ¾ ¾ .5645 .935 5 6 .065 .164 ¾ ¾ 6 6
ADR (12:1) (Ptly Pd) – $14.025● .15●
Warrants to purchase ADS – $8¾ (21Je88)
Burmah Oil PLC8% Cum 2nd Prf Stk £1 – 81 (21Je88)
7¾% Cum Red Prf Stk £1 – 77
ELF UK PLC12¾% Uns Ln Stk 1991(Reg) – £106¾ (21Je88)
Enterprise Oil PLC10¾% Uns Ln Stk 2013 (Fp/LA–2/9/88) – £97¾ ¾ ¾ ¾ ¾ ¾
Great Western Resources IncClass A Shs of Com Stk NPV – 120 (20Je88)
London & Scottish Marine Oil PLCNew 9¾% Cum Red Prf £1 – 112
Mobil CorpShs of Com Stk $2 – £25¾ (22Je88)
Occidental Petroleum CorpCom Shs $0.20 – $26¾ (17Je88)
Shell Transport&TradingCo PLCOrd Shs (Br) 25p(Cpn 179) – £10.65
Texaco International Financial Corp8% Stg/$ Cnv Gtd Ln Stk 81/89 – £107
Total-Compagnie Francaise Des Petroles "B" Shs FR50 – FR255.213502 (22Je88)

Property
No. of bargains included760

Allied London Properties PLC6¾% Cnv Uns Ln Stk 1999 – £207 (17Je88)
Allnatt London Properties PLC9¾% 1st Mtg Deb Stk 96/2001 – £91¾ (20Je88)
Atlantic Metropolitan (UK) PLC12% Cnv Uns Ln Stk 91/97 – £93 (20Je88)
Billingsgate City Securities PLCCum Pfd Ord 1p – 113 4
Bilton(Percy) PLCAccum Shs 25p – 430 (21Je88)
Bradford Property Trust PLC10¾% Cum Prf £1 – 138 (20Je88)
Britannia Group PLCOrd 5p – 130
Brixton Estate PLC9% 1st Mtg Deb Stk 92/97 – £94¾ (22Je88)
6.50% 1st Mtg Deb Stk 2026 – £90¾
Capital & Counties PLC5¾% Cnv Prf £1 – 104●
9¾% 1st Mtg Deb Stk 2027 – £94¾ (20Je88)
New9¾%1stMtgDbStk2027(£25Pd–30/11/88) – £24¾
Dares Estates PLC6% Uns Ln Stk 92/97 – £76●
English Property Corp PLC9¾% 1st Mtg Deb Stk 97/2002 – £95¾ (21Je88)
Estates Property Investment Co PLC15% 1st Mtg Deb Stk 2011 – £93¾ (17Je88)
7¾% Uns Ln Stk 89/92 – £90¾
Great Portland Estates PLC9.5% 1st Mtg Deb Stk 2016 – £92¾ ¾ ¾
Green Property Co PLCOrd Ir£0.25 – Ir£1¾
Greycoat Group PLC12.85% Uns Ln Stk 90/92 – £103 (21Je88)
Hammerson Prop Inv&Dev Corp PLCOrd 25p – 660 60 8 70
Haslemere Estates PLC10¾% 1st Mtg Deb Stk 2016 – £98 (22Je88)
Imry Merchant Developers PLC5.125% Cum Cnv Red Prf £1 – 79
Land Securities PLC6% 1st Mtg Deb Stk 88/93 – £86¾
9% 1st Mtg Deb Stk 96/2001 – £94
15% 1st Mtg Deb Stk 2025 – £98¾
6¾% Uns Ln Stk 92/97 – £88¾
8¾% Uns Ln Stk 92/97 – £89¾ 90 ¾ ¾ 1¾ ¾
Law Land PLC7¾% 1st Mtg Deb Stk 86/91 – £91¾ (17Je88)
London&Prov Shop Centres(Hldgs)PLC10% 1st Mtg Deb Stk 2026 – £93¾ (20Je88)
New 10% 1stMtgDebStk 2026(Fp/LA–1/7/88) – £94¾
London County Free. & Lease. PropLd 3¾% 1st Mtg Deb Stk(58/88) – £101¾ (22Je88)
London Shop PLC3.85% Cum Prf £1 – 52 (22Je88)
MEPC PLC9¾% 1st Mtg Deb Stk 97/2002 – £96¾
12% 1st Mtg Deb Stk 2017 – £112¾ (22Je88)
8% Uns Ln Stk 2000/05 – £80 (21Je88)
Merlin International Properties LdOrd 25p – 137 & 40 2
Cum Red Cnv Prf £1 – 180 2 2 3
Peachey Property Corp PLC9.5% 1st Mtg Deb Stk 2015 – £91¾
Peel Hldgs PLC5.25% (Net) Cnv Cum Non-Vtg Prf £1 – 129¾ 30 1 1 2
9½% 1st Mtg Deb Stk 2011 – £94¾
New9½%1stMtgDbStk2011 (£40Pd–20/7/88) – £39¾
Regis Property Hldgs PLC8¾% Gtd Uns Ln Stk 1997 – £89¾ (17Je88)
Reliable Properties PLC25p – 215 (21Je88)
Rush & Tompkins Group PLC7.5% Cnv Cum Red Prf £1 – 116 20 (22Je88)
Sheafbank Property Trust PLC6% Cum Cnv Prf £1 – 180 (21Je88)
Town Centre Securities PLC6% Cnv Uns Ln Stk 96/2000 – £180 (21Je88)
Trafford Park Estates PLC5% 1st Mtg Deb Stk 91/96 – £90
Wates City of London Properties PLCOrd 25p – 185 6 7 7 .187 ¾ 6 6
Western Ground Rents Ld3¾% 1st Mtg Deb Stk(58/91) – £81 (22Je88)

Plantations
No. of bargains included25

Anglo-Eastern Plantations PLCWarrants to sub for Ord – 25 ¾
Chillington Corporation PLCDfd 25p – 60 60
9¾% Cum Red Prf £1 – 100 (22Je88)
Dunlop Plantations Ld6% Cum Prf £1 – 60 (22Je88)
Gadek(Malaysia)Berhad$M 1 – $M1.94 (22Je88)
Padang Senang Hldgs PLC10p – 75 (17Je88)
Western Dooars Tea Hldgs PLCOrd £1 – 800 (17Je88)

Railways
No. of bargains included4

Canadian Pacific LnOrd (Iss Ldn)(Interch transf) of NPV – £10.65
4% Non-Cum Prf $C NPV – 40●
Ontario & Quebec Railway Co5% Perm Deb Stk(Int Gtd by C.P.) – £49

Shipping
No. of bargains included186

Graig Shipping PLC"A" Non.V Ord £1 – 740 60 (21Je88)
Peninsular & Oriental Steam Nav Co5% Cum Pfd Stk – £50¾ (21Je88)
Warrants to purchase Dfd Stk – 145 60
5¾% Deb Stk(Perp) – £35 6 (21Je88)
Turnbull Scott Holdings PLCNon V."A"Ord £1 – 540 (22Je88)

Utilities
No. of bargains included18

American Information Techn. CorpShs of Com Stk $1 – $94●
Barton Transport PLCOrd 160p – 675 (22Je88)
Bristol Channel Ship Repairers PLCOrd 10p – 13¾ ¾ 4¾ 5
Felixstowe Dock & Railway CoPrf Units – £93 (17Je88)
GTE CorporationCom Stk $0.10 – $38¾●
Mersey Docks & Harbour CoCombined Units – 343
3¾% Red Deb Stk 79/89 – £75●
3¾% Red Deb Stk 79/89 – £75●
US WEST,IncShs of Com Stk of NPV – $56¾●

Water Works
No. of bargains included5

Bristol Waterworks Co – £890 (17Je88)
3.5%(Fmly 5%)Max Ord Stk – £680
3.5%(Fmly 5%)Cons Prf Stk – £680
4% Cons Deb Stk Irrd – £35 (20Je88)
Cambridge Water Co9¾% Red Deb Stk 92/97 – £90¾ (17Je88)
Colne Valley Water Co2.8%(Fmly 4%)Cons Prf Stk – £525●
4.025%(Fmly 5¾%)Red Prf Stk 88/93 – £70 (21Je88)
East Anglian Water Co3.5%(Fmly 5%)Cons Ord Stk – £550 (22Je88)
3.5%(Fmly 5%)Ord Stk – £525●
East Surrey Water CoOrd "B" Stk 4.9%(Fmly 7%)Max – £580
4.2%(Fmly 6%)Red Prf Stk 85/90 – £85 (17Je88)
East Worcestershire Waterworks Co 12¾% Red Deb Stk 94/96 – £107¾ (21Je88)
Essex Water Co9¾% Red Deb Stk 97/99 – £94 (21Je88)
15% Deb Stk 92/94 – £97¾ (22Je88)
11¾% Red Deb Stk 2002/04 – £107¾ (21Je88)
Lee Valley Water Co2.8%(Fmly 4%)Ord Stk – £525 (21Je88)
3.5%(Fmly 5%)Ord Stk – £580 (21Je88)
5.85%(Fmly 8¾%)Red Prf Stk 95/97 – £220 (21Je88)
Mid Kent Water Co3.5%(Fmly 5%)Cons Ord Stk – £480 (21Je88)
3.5%(Fmly 5%)Cons Prf Stk – £480 (22Je88)
Mid-Sussex Water Co4.9%(Fmly 7%)Max Addl Ord Stk – £525 6 (21Je88)
Newcastle & Gateshead Water Co7%(Fmly 10%)Max Cons Stk – £515●
4.2%(Fmly 6%)Max Ord Stk – £515●
3.5%(Fmly 5%)Cons Prf Stk – £485 (21Je88)
North Surrey Water Co7% Ord Stk – £520 (21Je88)
4¾% Deb Stk – £52 5¾ (21Je88)
6% Deb Stk – £42 3¾ (21Je88)
South Staffordshire Waterworks Co – £90 (21Je88)
6¾% Red Deb Stk 98/2000 – £89 (20Je88)
Sunderland & South Shields Water Co – £470
Sutton District Water Co7%(Fmly 10%)Ord Stk – £575 (21Je88)
West Kent Water Co7½% Red Deb Stk 89/91 – £92¾ (21Je88)
Wrexham & East Denb Water Co4.9%(Fmly 7%)Cons Ord Stk – £500
York Waterworks CoCons Ord Stk 4.9%(Fmly 7% Max) – £485 (20Je88)
3.5%(Fmly 5%)(Max Div)Ord Stk – £500 (17Je88)

USM Appendix
No. of bargains included1036

A & M Group PLC10% Cnv Uns Ln Stk 1998 – £140
Appleby Westward Group PLCOrd 20p – 145 6
Arthur Shaw & Co PLCOrd 10p – 111●
Avesco PLCCum Ptg Cnv Red Prf 1997 1p – 82
BWD Securities PLCOrd 10p – 82 3
Corporate Estates Properties PLCWarrants to sub for Ord – 46 (21Je88)
Cramphorn PLCOrd 50p – 375 (22Je88)
Crown Communications Group PLCOrd 10p – 104 11
Domestic & General Group PLCOrd 10p – 178 (20Je88)
Everest Foods PLCNew Ord 10p (Fp/LA–1/7/88) – 178
Fergebrook Group PLC12% Cnv Uns Ln Stk 92/97 – £54¾ (21Je88)
Ford Sellar Morris Properties PLCOrd 10p – 103
Gibbs Mew PLCOrd 25p – 270 5 80
Great Southern Group PLC6.75p Cum Cnv Red Prf 5p – 100 (21Je88)
HPC Group PLCNew Ord 12½p (Fp/LA–8/7/88) – 116
Handley-Walker Group PLCOrd 5p – 146
Harding Group PLCOrd 10p – 66 7
Heavitree Brewery PLC"A" Lim Vtg Ord 25p – 660 (20Je88)
Hodgson Holdings PLCCnv Prf 0p – 98 (22Je88)
Holders Technology PLCOrd 10p – 145 (22Je88)
Hornby Group PLCOrd 0p – 182 2 6
Hughes (HT) PLCOrd 10p – 77 8 80
Johnson Fry PLCOrd 10p – 128
Needler Group LnNew Com Shs of NPV (Fp/RLA–28/7/88) – 103 4 6 8
Norfolk House Group PLCOrd 5p – 123●
Randsworth Trust PLC7% Cum Cnv Red Prf £1 – 94 4 6 100‡ 100‡
Ross Consumer Electronics PLCOrd 10p – 127 (20Je88)
Sanderson Electronics PLCOrd 5p – 132 6 (17Je88)
New Ord 5p (Fp/LA–1/7/88) – 135
Savage Group PLC8.5% (Net) Cum Red Cnv Prf £1 – 180 8
Scanro Hldgs PLC7.75% Cnv Cum Red Prf £1 – 130 (22Je88)
Southnews PLCOrd 5p – 180● 1●
Splash Products PLCOrd 10p (Ex Div) – 85 (21Je88)
Tems (John) Group PLCOrd 10p – 90 1 2 3 4 ¾ 5 6 7 ¾ 8
Total Systems PLCOrd 5p – 78 (22Je88)
Transrap Hldgs PLCOrd 10p – 62 (21Je88)
Yelverton Investments PLC8% Cnv Uns Ln Stk 1997 – £85
Young Group PLCOrd 10p – 177 80 2 4 6

The Third Market Appendix
No. of bargains included85

Beckenham Group PLCWarrants to sub for Ord – 22 4
8% Red Cum Non-Vtg Prf £1 – 99
Moray Firth Exploration PLCOrd 1p – 11●
Permant Group PLCOrd 2p (Ex Div) – 26¾ 7
Royal Sovereign Group PLCCum Cnv Red Prf 2008 25p – 62½ (21Je88)
Scott Pickford PLCNew Ord 10p (Fp/LA–1/7/88) – 25½ (20Je88)

RULE 535 (4) (a)

Bargains marked in securities where principal market is outside the UK and Republic of Ireland. Quotation has not been granted in London and dealings are not recorded in the Official List.

Acorn Securities 14♦15½,A$0.30 6.327
Air Express International $19½ (20/6)
America Barrick Resources Corp Com NPV C$26.6 (22/6)
Ames Department Stores 850 (20/6)
Amsterdam Rotterdam Bank FL71¼ (22/6)
Associated Manganese Mines of SA £34½♦£34.R200 (22/6)
Aust. Foundation Inv A$1.402 (22/6)
Aust. Oil & Gas 26♦ (20/6)
Bligh Oil & Minerals A$0.398 (20/6)
Bounty Invs 95,A$2.342 (17/6)
Brascan "A" NPV £12¼ (17/6)
Bukit Sembawang 80♦ (22/6)
Burwill Int HK$2.10243
Cadbury Schweppes Australia A$3.57 (21/6)
Central Norseman Gold A$1.06,A$1.107 (22/6)
City Developments S$3.48 (22/6)
Conex Aust 1½ (21/6)
Daicel Chemical Industries Y900
Development Bank of Singapore S$8¾
Devex 26♦A$0.612♦A$0.628 (22/6)
Dulker Exploration R10.85 (22/6)
Du Pont $91.54♦$92.79
Eastcourt Grd 24♦ (21/6)
Free State Cons Gold Mines $9
Generale Occidentale FR771.6 (22/6)
Golconda Minerals 15
Golden Valley Mines R16.05 (17/6)
Hang Lung Development HK$5.68764
Haoma North West 2½ (22/6)
Holiday Corp £15¼ (22/6)
Hooker Corp A$2.528 (21/6)
Hunter Resources 12 (22/6)
Int Mining 4♦A$0.109 (21/6)
Japan Radio Co Y1520 (22/6)
Jennings Properties A$0.68,0.682 (21/6)
Jones (David) A$9.162 (21/6)
Kalgoorlie Resources A$0.142♦ (22/6)
Kern Corp 101♦ (17/6)
Keystone International $21⅜♦21.46♦21½♦21⅝♦ (22/6)
Kuala Sidim Rubber S$2.23951
Kulim Malaysia Ord 33
Lawter International $12⅝♦ (22/6)
Leveraged Capital Holdings $250¼
Magnum Resources A$4.971 (17/6)
Malayan Credit S$1.62 (17/6)
Matsushita Electric Industrial Y2495
McCarthy Group R7.05 (21/6)
Mid-east Minerals 14,A$0.352
Mitsubishi Heavy Inds Y825
National Electronics (Consolidated) 2♦ (20/6)
Nationale-Nederlanden CVA FL60.50♦62♦61¼,61.60
Niugini Mining A$3.765 (21/6)
North Flinders Mines A$8.172 (21/6)
Oakbridge A$0.201 (21/6)
Oil Search 57♦A$1.264,1.276
Oilmet 7 (22/6)
Overseas Chinese Banking Corp S$8.1372
Pancanadian Petroleum £11.95
Pargesa Hldgs SF1572.1,1575.4,1583.8 (22/6)
Petroleum Securities Aust A$0.3 (22/6)
Pioneer Electronic Corp Y3030 (21/6)
Planet Resources Group A$557 20♦
Plenty River Mining Co 10♦ (21/6)
Poseidon 112♦113,16,A$2.478,2.48
Regent Mining 8
Selangor Coconuts 48 (22/6)
Service Corp Int $19½♦
Sky Line Explortn 67½♦ (20/6)
Societe Nationale Elf Aquitaine FR325♦FR330,1,2,3,$54¾,.5
Source Perrier FR884.0448
Southwest Gold mines A$6.06
Square Gold & Minerals 15
Sumitomo Metal Industries Y500,500.92535,501.15
Sun Hung Kai Properties HK$11.90725,12.20
Swire Pacific 'B' HK$3.25182
Tai Cheung Properties HK$4.15908
Target Petroleum 5½♦ (21/6)
Vulcan Minerals 28 (20/6)
Walhalla Mining Co 59 60 (21/6)
Westfield Minerals 167 (22/6)
Wharf Hldgs HK$7.81159
Xtra Corp £17¼ (21/6)

RULE 535 (2)

Applications granted for specific bargains in securities not listed on any exchange

All England Lawn Tennis Club £27,500 28,000 (22/6)
Ann Street Brewery Co 710
Arsenal Football Club £650 (21/6)
Bolton House Investments 60,2,3,4,5 (17/6)
Cressy Invs £21.50 (21/6)
Dart Valley Light Rlwy 218.5 (17/6)
Douglas Gas Light 300 (21/6)
Five Arrows 410 (22/6)
Greenstar Hotels 68,72
Guernsey Press Co 200 (20/6)
Hartley Baird 63.5 (21/6)
Le Riches Stores 375 (22/6)
London Fiduciary Trust 14½
Merritt 410,5 (17/6)
Rangers FC £13 (17/6)
Sinclair Research 63,4 (22/6)
5th Buoy Invs 140 (21/6)
Southern Newspapers 347
Tadpole Technology 95
Thwaites 810 (20/6)
Transatlantic Holdings 325 (17/6)
Wadworth 106 8 (21/6)
Weetabix A 363.4 (22/6)
Wolverhampton Racecourse 300 (22/6)

By Permission of the Stock Exchange Council

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED UNIT TRUSTS

	Bid Price	Offer Price	+ or -	Yield Gross
Abbey Unit Tst Mngrs				
80 Holdenhurst Rd, Bournemouth				0345 717373
High Income				
American Income	44 8	47.6	+0.2	5 76
Gilts & Fixed Inc	111 9	119 0	-0 6	0 40
High Inc Equity	122.0	129 7	-0 5	4 59
Worldwide Bond	191.2	203.3	+0 5	4 77
Capital Growth				
American Growth	154.0	164 6	+0.5	1.24
Asian Pacific	72.2	77 2	+1.2	1 08
Assets & Earnings	140.2	149 1	-0.1	1 00
Capital Reserve Acc	78 9	79 2	-0 2	1.79
Comdty & Energy	103 0	110 1	-0 5	0 96
European Capital	71.5	76 0	-0.2	0 99
General	167.5	178 1	-1 1	2.53
Japan	95 2	101 8	-0.3	0.00
Mastertrust	74.3	79 4		2 28
UK Growth Acc	192.5	204 7	-0.3	1.44
UK Growth Dist	130 0	139 2	-0 2	2.11
US Emerging Cos	44 9	47 7	-0.5	0 00
Income & Growth	259 4	275 4	+0 9	1 44
Ethical Growth	43.2	46 1		2 71
Abtrust Management Ltd				
10 Queens Terrace, Aberdeen AB9 1QJ				0224 633070
20 Chiswell St, London EC1Y 4TY				01-374 6301
				Freephone 0800 833580
UK Growth	32 0	34.0	-0 3	3 09
Nth Amer Inc (z)	25.3	26 9		4 44
World Gwth	40.3	42.7xd	-0 1	1.11
Extra Income	39 0	41.5xd	-0.3	4 74
Formerly Baltic Trust Managers Limited				
American	42.6	45.4	-0 2	2.03
Amer Extra Inc	36 9	39.3	+0.1	5 77
Australian	24 4	26 0	-	1.32
European	43 8	46.5	-0.2	-
Gilt & Fixed Int	21 7	23.3xd	-0.1	9 44
Global Income	36 9	39.3xd	-0 1	4 91
High Income	54.3	57 8xd	+0 2	5.27
Income Growth	67 9	72.3	-0 3	4.18
International	84 9	90 4	-0 1	0 59
Japan & General	165 0	175 6	-0 0	0 01
Special Situations	65 4	69 6xd	-0.5	1.26
Formerly Atlanta Unit Trust Managers Ltd				
Japan Far East	66 9	71.1	+0.5	1 45
International	71.1	75 6	+0 4	1 98
Do Accum	92.9	98.7	+0.5	1 98
High Income	56.2	59 7	-0.7	5 61
Fund Inv Tst	98.6	104 8	+0.2	2.39
Do Accum	149 4	158 0	+0.3	2.39
UK Growth	21 8	23.4	-0.2	4.27
Nth American	45.4	48 3	-0.1	1 28
Swiss Balanced	39.5	42.0	-	3.66
Aegis Unit Tst Mngmt Ltd				
94 Whiteladies Rd, Bristol, BS8 2QX				0272 237593
CAMco Intl Recovery	47.5	50 0		1.50
St Nicholas St Gwth	49.0	52.2		4.28
AEtna Unit Trusts Ltd				
401 St John St, London EC1V 4QE				01-837 6494
European Growth	107 4	115.2	-0.7	1 05
Exempt	404 0	426 1xd	-2.0	4.50
(Accum Units)	989.3	1043.3	-4.7	4.50
Far Eastern	218.3	231.6	-1.0	-
(Accum Units)	236 0	252.5	-1.1	-
Fin & Property	83 8	88 8	+0.1	2.39
(Accum Units)	135 1	143.1	+0.1	2.39
High Yield	75.0	80 5	+0 4	4.72
(Accum Units)	180 6	141.3	+0.3	4 72
Iberian Growth	52.9	56 7	-0.5	-
Income	310 9	329.3xd	-1.2	4.34
(Accum Units)	1033.2	1094 5	-4 2	4.34
Intl Earnings	182.1	192 9	-1.5	2 04
(Accum Units)	272 9	289.1	-2.2	2.89
Intl Growth	90 0	95 0	-0 1	0 23
(Accum Units)	94 6	100 7	-0 1	0 23
Japan Gwth (Acc)	153.4	164.4xd	-1.8	-

	Bid Price	Offer Price	+ or -	Yield Gross
Capital	256.1	272.7	-0.1	2.41
Balanced	480.5	447 8xd	-2.4	3.29
Accumulator	649 0	691.4	-3	3.10
Income Trusts				
American Income	28.4	30.2		4.01
High Income	299.4	318 9	-2	4.65
Equity Income	178.4	190 0	-0 7	4.11
High Yield	176.1	187 5	-1	4 98
Govt Securities	30.1	31 2	-0.2	7.85
International Trusts				
Amer Spec Sits	61.6	65 6		1.62
European Growth	17.9	19 1	+0 1	1.31
International	92.4	98.4	+0.3	1.01
Japan	139 47	148.0	+0 9	0.01
Pacific	222.0	236.4xd	-0.6	0.19
Secs of America	186 7	198.8xd	+0.2	0.87
W'wide Asset Val	26 8	28.5		1.05

	Bid Price	Offer Price	+ or -	Yield Gross
Allied Dunbar Unit Tsts PLC – Contd.				
Specialist Trusts				
Asset Value	323 8	344 0xd	-1.7	2.90
Com & Gilt	40 8	43 4	-0.1	4.95
Smaller Co's	169.7	180 7	+0 8	2.03
2nd Smaller Co's	192 9	205 4	+1.1	1.79
Recovery	100 5	107 0	+0 2	2 92
Met Min & C'dty	111.3	118.5	-0.4	1.13
O'seas Earnings	209 6	223.2xd	-0 4	3 14
Technology	87 1	92 8	-0.2	1.56
UK Special Sits	261.3	278.3	-0.7	2.48
Anthony Wieler Unit Tst Mgmt Ltd				
19 Widegate St, London E1 7HP				01-377 1010
Growth Income	106 1	111.8		1.4
Do Accum	146 7	156 1	.	1 4
Quarterly Income	57 4	60.4		8.2
Arkwright Management				
1 King St, Manchester M60 3AH				061-832 0242
Growth June 21	94.28	100.3	.	1 63
Income June 21	48 63	51 73		4.66
Asset Unit Trust Mngrs Ltd				
Pl'n'tn Hse, Fenchurch St, London EC3				01-220 7231
Growth June 24	100 03	106.5xd	+1.4	1.77
Income June 24	109.06	115.6	+1 8	4 46

Atlanta Unit Trust see Abtrust Mngt

	Bid Price	Offer Price	+ or -	Yield Gross
Baillie Gifford & Co Ltd				
3 Glenfinlas St, Edinburgh				031-226 6066
Japan Exmt June 23	541.8	563.7		0 00
UK Exmpt June 15	382.2	406 5xd	.	0.38
Mngd Exmt June 15	106 1	112 0		2.70
BG Japan	231 2	246 0	-1.2	0 00
BG America	119 6	127.3	+1 6	0 00
BG Technology	183 0	194 7xd	-0.3	0 00
BG Energy	209.5	222 9	+0 1	1.57
BG Income Gwth	261 4	278 1xd	-1.6	4.36
BG Europe	97 0	104 0	-0 9	1 48
BG Com & Gen	69 3	73 6xd	-0.1	7 06
BG British Gwth	39 2	41.7	+0 2	0 69

Baltic see Abtrust

	Bid Price	Offer Price	+ or -	Yield Gross
Bank of Ireland Fund Mgrs Ltd				
36 Queen St, London, EC4R 1BN				01-236 4210
Brit & O'seas	236.8	244 8	+0 0	1.68
Income Plus	74 2	78 6	+0 4	3.08
Inv Trusts	70 4	82.8	-0 5	1.25
Capital Gwth	71 7	75 9	-1.0	3.18
W'wide Opps	65 8	69.7	+0 7	2.87
Barclays Unicorn Ltd				
Unicorn Hse, 252 Romford Rd, E7				01-534 5544
Unicorn America	74 4	79.4xd	+0 4	1.75
Do Aust Acc	195.3	208 4	-1.5	1.02
Do Aust Inc	136 5	145 6xd	-1.0	1.02
Do Capital	80 7	86 1	+0 6	5 17
Do Euro Gwth Acc	63.3	67 6	+0 4	1.09
Do Euro Gwth Inc	62.6	66 0	+0 2	1 09
Do Exempt	60 0	64 0xd	+0 4	4.34
Do Extra Income	95 9	102.3	-0 4	5 08
Do Financial	69.6	74.3xd	+0 4	5 00
Do 500	358 6	382.9	-0.5	2.72
Do General	169.3	180 6	-0.9	5.32
Do Gilt & Fxd Int	52.4	55 1xd	+0 4	9 46
Do Growth Acc	208 6	222.6	-0 4	1 89
Do Income	410 4	438.3	-2.1	4 06
Do Intl Income	49.1	52.4xd	-	3 94
Do Jpn & Gen Acc	217 1	251 6	-1.7	0 00
Do Jpn & Gen Inc	214.6	229.0	-1.7	0 00
Do Leisure (z)	107 1	114 9	-0 4	0 87
Do Recovery	276.1	294 6	-1 8	2 43
Do Smllr Cos Acc	39 1	41.0	+0 1	1 29
Do Smllr Cos Inc	34 1	41 8	+0 1	1 29
Do Special Sits	185.7	198.1	+0 2	1.61
Do Trustee	130 3	138.8xd	-0.8	5 50
Do Univ Tech Acc	55.5	59 2xd	+0.2	0 19
Do Univ Tech Inc	54 7	58 4xd	-0 4	0 19
Do Worldwide	133.1	142 0	+0 9	0 94
B'tst Inv Fd Acc	405 1	424.9	-2.1	1.56
B'tst Inv Fd Inc	249 1	261.5xd	-1.3	3 55
Baring Fund Managers Ltd				
PO Box 156, Beckenham, Kent BR3 4XQ				01-658 9002
America EVS	57 5	61.0	-0 7	0 9
Australia	66 4	73 0	-0.1	0 0
Bishopsgate Progressive Mgmt Co				
15 St James' Place, London SW1A 1NW				03-493 8111
Progressive Inc	15 49	16 35		1.31
Progressive Acc	21.75	22 45		1.31
International Inc	16.00	16 89		1.78
International Acc	19 85	20 95		1.70
Can & Foreign Inc	185 5	195 7	-2.2	0 93
Can & Foreign Acc	206.7	218 1	+2.4	0 93
Special Sits Inc	161.5	170 9		2 40
Special Sits Acc	161.5	170 9		2.40
Brewin Dolphin Unit Tst Mgrs Ltd				
5 Giltspur St, London EC1A 9DE				01-248 4400
Brewin Capital	192.0	204.3		1.53
Brewin Dividend	101 8	108.3		5 63
Brewin Int Gth Inc	216 9	230 0		3.55

	Bid Price	Offer Price	+ or -	Yield Gross
Brown Shipley & Co Ltd				
9-17 Perrymount Rd Haywards Hth				0444 412262/3/4/5
Mngd P'folio Inc	88 6	93 9	+0 4	2.23
Mngd P'folio Acc	150.8	159.8	-0 7	2.2
UK General	117 7	124.8	-0 4	2.50
Cleveland Ex Inc	88 6	93.9xd	-0.4	5 77
Conv & General	25.4	26 8	+0.1	7 00
European Inc	16.4	17.5	-	3 91
European Acc	16 6	17 8	-	3 91
Exempt	273.0	288 5xd	+0 8	2.50
Financial	161 1	178 0	-0.3	3 91
German	22.5	24 1xd	-	1.90
High Income	81 0	86.3	+0 6	5.20
Income	99.1	106 1	-0 6	5 18
Intl Recovery	25 4	26 9	+0.1	1 00
North American	47.2	50.3xd	+0.2	0 18
Orient	104 3	110 6xd	+0.2	0 10
Recovery	65.5	69 4xd	-0 2	0.25
Smaller Cos Acc	185 0	200 7	-0.5	0 62
Smaller Cos Inc	293.2	318.1	-0.6	0 62
Brycourt Unit Tst Mgmt Ltd				
Hesketh Hse, Portman Sq, W1H 0JR				01-935 6382
Income Growth	169.9	176.0		4.55
Buckmaster Mangmt Co Ltd				
The Stock Exchange, London EC2P 2JT				01-588 2868
Emerging Gwth	61.2	64 9		2.00
Fellowship Tst	63 4	67 3		2.00
(Accum Units)	64 1	68.0		2.00
General Inc	259 8	275.6		3 00
(Accum Units)	429 6	456 2		3.00
Income	138 9	147 4		5 00
(Accum Units)	261 7	277 7		5 00
International	106.2	112.3		2.00
(Accum Units)	141 7	150.0		2.00
Smaller Co's	92.3	97.6		1.85
(Accum Units)	100.3	106 1		1.85
Inv Portfolio	-	50.0		2.5
Burrage Unit Tst Mangmt Ltd				
117 Fenchurch St, London EC3M 5AL				01-480 7216
Sel Dsd Gilt & FI	151 6	52.5	+0.2	1.38
CCL Unit Trusts Limited				
74, Shepherds Bush Green, Ldn, W12 8SD				01-740 7070
UK General Tst	48.2	51.5	-0 3	2.623
Global Tst	39.3	42.0	-0.2	2.51
Recovery Tst	51.9	55.2	+0.3	2.628
CIBC Unit Tst Managers plc				
Cottons Ctr, Cottons Lane, Ldn SE1 2QL				01 234 6000
Growth Fd Acc	101 6	107.2	+0.4	2.88
CS Fund Managers Limited				
125 High Holborn, London WC1V 6PY				01-242 1148
CS America	48 9	52.0	+0 4	0 96
CS International	49.4	52 6	-0.3	2.16
CS Japan	115.8	125 2	-0 5	0 41
CS Portfolio Inv	62.2	66.2	-0.3	3.02
Canada Life Unit Tst Mgrs Ltd				
2-6 High St, Potters Bar, Herts				0707 51122
Can Gen Dist	129 6	136.5	-0 6	2.92
Do Gen Accum	210.8	222.9	-1.1	2.92
Do Income Dist	91.3	96.2	-0.3	4 87
Do Inc Accum	200 6	211.1	-1.3	4 87
Gilt & Fxd Inc	38.1	40 1	-0.2	0.00
Cannon Fund Managers Ltd				
1 Olympic Way, Wembley, HA9 0NB				
01-902 8876.				Dealing: 0800 282621
Growth	35 6	37 4	+0.1	2 78
Income	44 9	47.8	-0.2	4.35
Far East	30 4	32.3	+0.1	0 20
North American	28.5	30 3	-	0 68
Global	46.2	49 1	+0 4	0 78
European	40 1	42 7	+0.3	1.25
Japan	88 6	94.3	-0.8	0 01
Intl Currency Bd	45.0	47 4	+0.1	5 90
Strategic Opps	51.3	54 5	-	1.37
James Capel Unit Tst Mngt Ltd				
P.O. Box 551, 77 London Wall, London EC2N 1DE				

	Bid Price	Offer Price	+ or -	Yield Gross
EFM Unit Tst Mngrs Ltd				
4 Melville Crescent, Edinburgh				0345-090 526
American	60 3	64 0	-0.1	1.56
Capital	130.7	138.8	-	1 44
Convertibles	25 1	26 7xd	-	1 40
EuroFund	23.6	25.0	+0 1	1.29
Growth & Inc	183 4	194 8	+0 9	3.85
High Dist	151 6	161.1	+0.5	4.97
International	208 5	221 5	+0.3	1.02
Resources	23 7	25.1	+0.1	-
Pacific	25.0	26.5	-0.2	-
Smllr Jap Cos	45 6	48.4	-0.3	-
Tokyo	195 7	207.9	-1 9	-
Eagle Star Unit Mngrs Ltd				
Bath Road, Cheltenham GL53 7LQ				0242 221311
UK Balanced Inc	85 5	90 7xd	+0.3	2.66
UK Balanced Acc	90.0	95.5xd	+0 6	2.54
UK Growth Acc	128 0	135 8xd	-0 8	4 02
UK High Inc Inc	97.3	103 2xd	-0 4	4.24
Nth America Acc	64 1	68 4	+0 8	2 02
Far Eastern Acc	119.2	127 1	+0.3	0 60
European Acc	69 9	74.6	+0.3	1.39
UK Gilt & F I Inc	56 0	59 4xd	-0 4	0 75
UK Gilt & F I Acc	65 0	69 0xd	+0 4	7.54
Intl Spec Sits Acc	38.9	41.5	-	1 43
Equitable Units Admin Ltd				
Walton St, Aylesbury, Bucks HP21 7QN				0296 431480
European	40 7	43.3xd	+0 2	3 80
Far Eastern	117 7	125 3	+0.5	0.32
Gilt & F xd Int	52.6	56.0	-0.3	1.23
High Income	99 0	106 4	+0.5	4 74
Intl Growth	57 4	61 1		1 72
North American	57 8	61.5	-0.7	1 45
Pelican	95.0	101 1	+0.6	3.36
Special Sits	101.4	107.4	-0.5	2.60
Tst of Inv Tsts	87 4	93 0	-0.1	2.15
Equity & Law Unit Tst Mngrs				
St Georges Hse, Corporation St, Coventry				0203 553231
UK Growth Acc	180 4	191.9	-1.3	3 22
UK Growth Inc	149 8	159 5	-1.1	3 22
Higher Inc Acc	336 2	357 6	-2.1	4 34
Higher Inc Inc	254 2	270 4	-1.5	4 34
Gilts/Fxd Int Acc	112.3	118 4	-0 0	8 56
Gilts/Fxd Inc Inc	84.1	88.5	+0.5	8 60
Nth America Acc	122.9	130 7	-0 0	0 26
Far East Acc	208.3	221.5	-1.3	0 00
Europe Acc	131.3	139 5	-1 6	0 62
General	263 4	280 4	-1.7	3.54
Brit Excell Acc	40.7	43 2xd	-0.3	2.94
Brit Fndmtls Acc	50.2	53.4	+0.3	5 86
Brit Fndmtls Inc	50.2	51.4	+0.3	5.86
Exeter Fund Managers Ltd				
23 Cathedral Yard, Exeter EX1 1HB				0392 412144
Fd of Inv Tsts	14.5	20 7	-0.1	2.0
High Income	48.7	51 8		4.0
FMS Investment Mngmt Ltd				
31 Sun Street, London EC2 M2QP				0708 45322
MLS Inc P'folio	78 4	80 4xd	-0 3	6 11
MLS Gwth P'folio	71.5	73.3	-0 8	1.99
FS Investment Managers Ltd				
190 West George St, Glasgow				041-332 3132
American Gth Inc	23 00	24 60		1.2
Do (Accum)	21.30	24.80		1.2
European Gwth	16 20	17.30	+0 1	2.0
Do (Accum)	16 30	17.40	+0 1	2.0
FS Balanced Gen	66 10	70 40		1.2
Do (Accum)	68.00	72.50		1.2
Higher Yield	28 50	30 40	+0 1	5.8
Do (Accum)	30 10	32.10	-0.1	5.8
FS Income Gwth	49 80	53 00xd		3.5
Do (Accum)	57.50	61.20		3.5
Service Co's	67 50	71 90	+0 1	0.7
Do (Accum)	69 10	73.60	+0.3	0.1
Fidelity Investment Servs Ltd				
River Walk, Tonbridge TN9 1DY				
Callfree Dealings Numbers:				
Private Clients 0800 414161				
Broker Dealings 0800 414181				
American (z)	101.2	108.3	+0.3	0 80
Amer Ex Inc (z)	27 3	29 2	-0.2	5 51
Amer Spec Sits (z)	50 0	57 5	-1.1	0 16
Australia (z)	26 4	28 7	-	2 14

	Bid Price	Offer Price	+ or -	Yield Gross
Geoffrey Morley Unit Mgrs Ltd				
16 Southampton Pl, London WC1A 2AJ				01-242 1441
Exempt Unit Tst	87 5	93 4	-0 5	2 2
Exempt Income	178.3	181 3xd	-1.5	5.4
Exempt Smllr Cos	358 0	386.9	-0 8	1 4
Exempt American	283 5	295 9	+1.1	1 0
Exempt Pacific	251 9	263 9xd	-1 4	0 1
Murray Johnstone UT Mgmt				
7 West Nile St, Glasgow G2 2PX				0345 090 933
Acumen	51 4	54 8	-	3.5
Acumen Reserve	48 2	50 6	-	6 4
American Income	103.5	110 4	+0 6	3.56
Equity Income	73.2	78.1xd	+0 3	4 40
European	41.6	44 4	+0 3	1 66
Far Eastern	92.4	98 6	+0 1	0.65
Smaller Cos	69 0	73 6xd	+0 1	1 08
Olympiad	41 4	44 1	-	1 18
Diversified Income	36 5	38.7xd	-0 1	4.75
UK Growth	52 9	56.4	-0 4	1.57
NFU Mutual Unit Mngrs Ltd				
35 Fountain St, Manchester M2 2AF				061-236 5685
Accr Equity	71.4	76.0	-0.6	2.85
NM Schroder Unit Tst Mngrs				
Enterprise House, Portsmouth				0705 827733
Dealing 0705 861222				
American	24 50	26 00xd	+0 70	1.27
(Accum Units)	23 50	27 10	-0 90	1.27
Australian	159 5	169 6	+2.0	0 78
(Accum Units)	175 0	186.1	+4.0	0 78
Conscience	44 50	47 50xd	+0 3	2.11
(Accum Units)	45 50	47 80	+0.3	2.11
European	104 5	111 1	+1.3	0 94
(Accum Units)	108 4	115.3	+1.5	0 94
Extra Income	71 78	76 20	-0 1	6.38
(Accum Units)	82 70	87 90	-0 1	6.38
Far East Gth Acc	92 40	98 20	+0 8	0 00
Gilt & F I	35.20	38 20	-0 4	7 62
(Accum Units)	94 20	98.30	-0 6	7 62
Gold	44 90	47 70	+0.00	1 26
(Accum Units)	47 90	50 90	-0 00	1 26
Income	45 50	48 50xd	-0 2	5.84
(Accum Units)	109 2	116 1	-0 6	5 84
Intnl	23 90	25 40xd	+0.3	0 79
(Accum Units)	33 50	35 60	+0.3	0 79
Jap Smaller Coff	211 7	225 4	-0.2	0 00
Singapore	69 80	74 20xd	+2.6	0 07
(Accum Units)	72 60	77 20	+2.6	0 07
Smaller Co's	33 50	35 60xd	-0.1	1 40
(Accum Units)	36 00	38.20xd	+0.1	1 40
Special Sits	28 70	30 50	-0.2	1.38
(Accum Units)	30 60	32 20	+0.2	1.38
Tokyo	69 70	74 10	+0 1	0 06
(Accum Units)	70 50	74 90	+0 1	0 00
UK Equity	125 6	133.6	+0.8	3.34
(Accum Units)	200 4	213 1	+1.1	3.34
US Smaller Cos	46 40	49.30	-1 4	0 00
National Provident Inv Mgrs Ltd				
48 Gracechurch St, EC3P 3HH				01-623 4200
NPI Americas Acc	56 8	60 5	+0 3	1 8
NPI European Acc	47 7	50 0	+0 2	0.6
NPI Far East Acc	106.0	112 8	-0 5	0 1
NPI O'seas Dist	575 2	612 0	+1.2	1 7
(Accum Units)	713 1	758 7	+1.5	1 1
NPI UK Dist	245 4	261 1xd	-0 4	3 2
(Accum Units)	413 0	439.4	-1 5	3 2
NPI W'wide Acc	57 4	61.1		2 1
Norwich Unit Tst Managers				
PO Box 4, Norwich NR1 3NG				0603 622200
Group Tst Fd	1364 6	1436 4	-0 4	4 16
Group Intl	129 8	136 6	+0 1	0 88
Pacific	122 6	129 1xd	-0 0	
European	97 0	103	+0 7	0.80
Nth American	86.5	91 1xd	+0 7	1.21
Octavian Unit Tst Mgrs Ltd				
84 Fenchurch St, London EC3M 4BY				01-265 0371
Special Trust	56.9	65 2	.	0 9
PK English Trust Group Plc				
4, Fore Street, London, EC2				01-920 9120
Growth	156.8	167.1	+0 2	1 4
Income	121 0	129 0	+0 4	5.0
American	42 4	45 0	+0 6	-
Scandinavian	47.3	49 7	-	-

	Bid Price	Offer Price	+ or -	Yield Gross
Schroder Unit Tst Mngrs Ltd				
8 Crosby Sq, London EC3A 6AQ				01-588 6993/5
Global Gwth Acc	33 5	35.5	+0.2	
Do Income	33 1	35 3	+0 2	0 14
European Acc	22 9	24 4	+0.1	
Do Income	22 9	24.4	+0.2	0 11
UK Eqty Inc Acc	37 9	30 9		
Do Income	35 4	37 3		3.47
UK Cap Gwth Acc	26.5	27 9	+0 2	0.75
Pac Basin Acc	33 5	35.5	+0.2	
Managed Exempt	148 5	154.5	+0 6	
Scottish Equitable Fd Mgrs Ltd(z)				
28 St Andrews Sq, Edinburgh				031-556 1051
Intl Income	133 6	141 8	-	3 25
Intl Accum	205 5	218 0	-	3 25
UK General Acc	39 7	42.1	-0.4	3 38
UK General Inc	38 2	41.7	-0 4	3 38
American	27 6	29 4	-	2.33
European	37 6	40.1	-0.1	1.26
Japan	29 4	31.4	-0.3	0 00
Technology	30 8	34 2	-	2.24
Performance Trusts				
Far East Perf	27 6	25.2	-0.3	2 00
High Inc Perf Inc	25.5	27 2xd	-0 3	5.36
High Inc Perf Acc	26.4	28.2xd	-0.3	5.36
W'wide Tact Perf	30 3	32.3	-	2 74

LEADERS AND LAGGARDS

Percentage changes since December 31 1987 based on Thursday June 23 1988

Property	+ 28.46	All Share Index	+ 11.65
Mining Finance	+ 23.41	500 Share Index	+ 10.68
Food Manufacturing	+ 22.09	Health & Household Products	+ 10.67
Overseas Traders	+ 22.04	Other Groups	+ 10.62
Leisure	+ 21.04	Industrial Group	+ 10.48
Contracting, Construction	+ 18.28	Consumer Group	+ 9.64
Investment Trusts	+ 17.49	Building Materials	+ 9.33
Insurance (Brokers)	+ 16.89	Motors	+ 9.03
Brewers and Distillers	+ 16.84	Insurance (Life)	+ 8.14
Electronics	+ 15.53	Other Industrial Materials	+ 8.09
Shipping & Transport	+ 14.96	Banks	+ 6.84
Agencies	+ 14.72	Merchant Banks	+ 6.71
Telephone Networks	+ 13.88	Electricals	+ 6.25
Insurance (Composite)	+ 12.74	Chemicals	+ 6.04
Financial Group	+ 12.97	Textiles	+ 5.83
Conglomerates	+ 12.73	Packaging & Paper	+ 5.38
Mechanical Engineering	+ 12.60	Publishing & Printing	+ 4.17
Oil & Gas	+ 12.02	Food Retailing	+ 0.13
Capital Goods	+ 11.80	Stores	- 0.77
Metals & Metal Forming	+ 11.76	Gold Mines Index	- 20.13

RISES AND FALLS

	On Friday			On the week		
	Rises	Falls	Same	Rises	Falls	Same
British Funds	0	111	2	127	364	74
Corporations, Dom, and Foreign Bonds	2	33	18	33	85	147
Industrials	354	408	806	2,334	1,570	3,920
Financial and Props	107	189	353	890	616	1,743
Oils	32	24	52	137	121	282
Plantations	4	2	7	21	2	42
Mines	43	56	92	254	241	460
Others	98	54	99	509	281	551
Totals	640	877	1,429	4,305	3,280	7,219

BANK RETURN

BANKING DEPARTMENT	Wednesday June 22, 1988		Increase (+) or decrease (-) for week
LIABILITIES	£		£
Capital	14,553,000		
Public Deposits	78,671,289	-	34,810,297
Bankers Deposits	1,095,222,441	-	2,613,421
Reserve and other Accounts	3,150,062,594	+	754,091,859
	4,381,849,303	+	716,668,147
ASSETS			
Government Securities	811,296,444	-	86,858,373
Advance and other Accounts	872,546,550	+	259,906,415
Premises Equipment & other Secs	2,886,481,557	+	542,353,149
Notes	11,275,572	+	1,186,592
Coin	287,100	+	1,364
	4,381,849,303	+	716,668,147
ISSUE DEPARTMENT			
LIABILITIES			
Notes in circulation	13,898,724,428	+	68,813,408
Notes in Banking Department	11,275,572	+	1,186,592
	13,910,000,000	+	70,000,000
ASSETS			
Government Debt	11,015,100		
Other Government Securities	7,660,257,910	-	93,194,672
Other Securities	6,238,726,987	+	163,194,672
	13,910,000,000	+	70,000,000

I.G INDEX LTD, 9-11 GROSVENOR GARDENS, LONDON SW1W 0BD
Tel: 01-828 7233/5699 Reuters Code: IGIN, IGIO

FT 30	FTSE 100	WALL STREET
Jun 1487/1496 +2	Jun. 1863/1873 +7	Jun 2154/2166 +5
Sep. 1495/1504 -2	Sep. 1872/1882 +8	Sep 2162/2170 +8

Prices taken at 5pm and change is from previous close at 9pm

FT UNIT TRUST INFORMATION SERVICE

INSURANCES

OTHER UK UNIT TRUSTS

FT UNIT TRUST INFORMATION SERVICE

Pioneer Mutual Insurance Co Ltd
16 Crosby Rd, N. Waterloo, Liverpool 051-928 6655

Managed Fund	269 1	283 3	—	—
Man Pens Inc & Cap Fds	344 6	362.8	—	—
Money Fund	112 9	118 9	—	—
Pens. Mngd Fd (Init)	89 1	93 8	—	—
Pens Mngd Fd (Acc)	102 0	107.4	—	—
Pens FT30 Fd (Init)	129.5	136 4	—	—
Pens FT30 Fd (Acc)	148.2	156 0	—	—
Pens O'seas MgFd(Init)	59 0	61 9	—	—
Pens O'seas MgFd(Acc)	67.3	70.9	—	—
Pens Fxd Int Fd (Init)	107.3	113 0	—	—
Pens Fxd Int Fd (Acc)	122 8	129.3	—	—
Pens Deposit Fd (Init)	101 4	106.8	—	—
Pens Deposit Fd (Acc)	116.1	122.3	—	—

Premium Life Assurance Co Ltd
37-39, Perrymount Road, Haywards Heath 0444 458721

American	99.0	105 0	+0.2	—
Building Soc. Fd	161 0	170 0	—	—
Balanced	244 0	257 0	—	—
Deposit	161.0	170 0	+1	—
European	126 0	133 8	+1	—
GT Managed	153 0	162.0	+2	—
Gartmore Mngd	102 0	108 0	—	—
German	91 0	96 0	+1	—
Gilt	170 0	179 0	-1	—
High Inc	115 0	122.0	-1	—
International Equity	156 0	165 0	+1	—
Japan	221.0	233 0	+1	—
Managed	56 0	58 0	—	—
Property	256 0	270 0	—	—
R. W. Imperial Gold	133 0	140 8	+2	—
UK Equity	323 0	340 0	—	—
Pension Funds				
American	121 0	128 0	-2 0	—
Building Soc. Fd	153 0	162.0	-2.0	—
Balanced	187 0	197 0	-1 0	—
Deposit	151.0	159 0	+1.0	—
European	124 0	131 0	—	—
GT Managed	163 0	172.0	-2.0	—
Gartmore Mngd	99 0	105 0	+1 0	—
German	86.0	91 0	—	—
Gilt	143 0	151 0	—	—
International Equity	113.0	122.0	+3 0	—
Japan	131.0	138 0	+1 0	—
Managed	55 0	58 0	—	—
Property	194 0	205 0	—	—
UK Equity	281.0	296.0	+5 0	—

Prolific Life & Pensions Ltd (z)
Strarnongate, Kendall, Cumbria LA9 4BE 0539 33733

Managed Fd	507.4	534 7	(z)	—
Cash Fd	217.5	229 2	(z)	—
Property Fund	258 0	272 8	(z)	—

Prudential Holborn Life Ltd
30 Old Burlington St, London W1X 1LB 01-439 3134

Managed Fd	441 1	464.4	-1 7	—
Equity Fd	892 2	939.2	-4.1	—
Intnl Fd	311.6	328.1	-0.5	—
Fixed Int. Fd	364.4	383 6	-2.3	—
Prop. Fd	325 6	342.8	—	—
Cash Fd	237 5	250 0	—	—
Pacific Basin Fd	176 4	185.7	-1.1	—
North American Fd	127 6	134 4	-0 2	—
European Fd	129.2	136 1	+1.4	—
Holborn Balanced Gwth Fd	102 4	107.8	-0.2	—
Holborn Strategic Gwth Fd	101.0	106 4	-0.2	—

Prudential Holborn Pensions Ltd
30 Old Burlington St, London W1X 1LB 01-439 3134

Managed	480 9	506.3	-2.3	—
Equity	694.9	731.5	-4.2	—
Global Equity	200.1	210 7	-0.2	—
Fixed Interest	375.9	395 7	-2	—
Property	319.5	336 4	—	—
Cash	141.0	148.5	—	—
Index Linked Gilt	167 0	175 0	-0 6	—
Guaranteed	8.56		—	—
International Money	185 9	195 7	+0 6	—
North American Fd	56.8	59 8	-0.2	—
Japanese Fund	123.0	129 5	-0.5	—
European Fund	69 4	73.1	+0.5	—
Special Situations Fd	97.7	102 9	-0.3	—
Communications Fund	85.6	90.2	-0.2	—
Smaller Cos Fund	99.8	106.1	+0.3	—

Prudential Pensions Limited
Holborn Bars, London EC1N 2NH 01-405 9222

Discretry June 23	£128.69	132.38	—	—
Equity Fund June 23	£140 62	144 85	—	—
Intntl Fund June 21	£21 00	21 70	—	—
Intl Bond Fd June 23	£10.40	10.94	—	—
Fixed Int. June 23	£68.59	69 50	—	—
Index Linked June 23	£53 06	53.72	—	—
Property Fund Jun 23	£87.36	92.06	—	—
Cash Fund June 23	£18 7300	18.7300	—	—
Pre-Listed Retirement Plan				
Managed Fd Jan 22	322.1	335 6	—	—
Cash Fund Jan 22	176 7	184 1	—	—
Prudential Pensions Investment Account				
Pens Man Fd Jan 10	133.7	140 9	+0.1	—
Pens UK Eq Fd Jun 24	247 4	260.5	+2.3	—
Pens Int Fd Jun 10	151.5	159.5	+2.1	—
Pens Fxd Jan 24	157.3	165.6	—	—
Pens Index Lk Jan 24	131 9	138 9	+0.4	—
Pens Cash Fd Jun 24	115 7	121.0	—	—

Regency Life Assurance Co Ltd
55-57 High Holborn, London WC1V 6DU 01-831 7481

Aggressive Ptflio Fd	110.3	116 1	+0 4	—
Balanced Ptflio Fd	289.5	304.7	+0 9	—

MANAGEMENT SERVICES

OFFSHORE AND OVERSEAS

UK LISTED

EBC Trust Company (Jersey) Ltd
1-3 Seale St, St Helier Jersey 0534 36331

International Income Fund				
US$ Ord Short A.	$1 3716		-0 0003	—
Op Dist.	$0 8411		-0 0002	0 21
Mixd Cur Sh't term B	$1 6169		-0 0043	—
Op. Dist	$1 1524		-0.0030	0 74
Euroco Long Term	$31 79	32 12	—	5.26
EBC Amro Traded Currency Fund Ltd*				
Income	$14 40	14 862	+0 072	3 89
Capital	$19 17	19.765	-0 103	—

*Offer price includes 3% prelim charge

EBC Amro Currency Income Fund*				
Income	£9 50	9 9850	-0 0205	1.90

*Offer price includes 5% prelim charge

Equity & Law International Fund Mgs Ltd
Victory Hse Prospect Hill Douglas, IoM 0624 77877

European Equity	107 0	113 8	-0 9	—
Far Eastern Equity	$2 413	2 566	-0 007	—
North American Equity	$1 097	1 167	-0 010	—
UK Equity	125.7	133 7	-0 1	—
Global Equity	88 5	94 1	-1 2	—
UK Gilt & Fixed Int	103 7	110.3	+0 2	—
Deutschemark Deposit	DM4 948		—	—
Dollar Deposit	$1 821		—	—
Sterling Deposit	103 0		—	—
Yen Deposit	Y497 2		—	—
Managed Currency	110 2	117.2	-0 7	—

Foreign & Colonial Management Ltd
1, Laurence Pountney Hill, EC4R 0BA 01-623 4680

Foreign & Colonial Reserve Asset Fund			
A-US$ Cash	$10 22nd		7 50
B-Multicurrency Cash	214 08nd		7 00
X-Cash	£10 38nd		9 00
C-US$ Bonds	$12 69nd		9 00
D-Multicurrency Bonds	$17 92nd		8 00
E-Sterling Bonds	£11 70nd		10 00
F-D Mark Bonds	DM10 61nd		6 50
G-Yen Bonds	Y1119nd		5 00
H-Ecu Bonds	Ecu10 96nd		8 00
L-UK Equities	£9 76nd		7 50
M-US Equities	$15 09nd		7 00
N-Japanese Equities	Y1110nd		3 50
O-Global Equities	$12 13nd		3 50
V-Velocity	$10 [illegible]		10 00
Z-Gold	$10 95nd		7 00

Framlington Overseas Fund Mngt. Ltd
PO Box 255, 18-20 Pollet, Guernsey 0481-710651

Far East Fund(Wed)	£1 042	1 096	—	—
Income & Growth(Thur)	£0 696	0 730	—	1 42
Managed Portfolio	£0 644	0 677	-0 006	—

GT Management Plc
8th Floor, 8 Devonshire Sq. London EC2M 4YJ Telex 886100
Tel 01-283 2375

London Agents for

GT Asia Sterling(z)	£9 92	-0 03	1 61

Quilter International Management Ltd
PO Box 300 St Peter Port, Guernsey

Rothschild Asset Management
St Julian's Ct, Guernsey

Daily Dealings

Royal Bank of Canada Funds
RBC Offshore Fund Managers Ltd
PO Box 246, St Peter Port, Guernsey

OFFSHORE INSURANCES

هكذا من الأصل

هكذا من الأصل

FT UNIT TRUST INFORMATION SERVICE

Premium Life International Ltd.
PO Box 141, St Peter Port, Guernsey 0481 21574

Butterworth Inc't	92.0	97.0	—	—
GT Managed Sterling	121.0	131.0	-1	—
GT Managed Dollar	149.0	161.0	—	—
Henderson Mngd Sterling	134.0	145.0	-1	—
Henderson Mngd Dollar	179.0	193.0	—	—

Providence Capital International Ltd
PO Box 121, St Peter Pt, Guernsey 0481 26726

£ Stlg Managed	208.1	229.8	—	—
£ European	135.0	145.3	—	—
£ UK Stk Market	289.8	310.8	—	—
£ Special Market	133.0	143.1	—	—
£ UK Fixed Interest	236.6	254.5	—	—
£ Stlg Money Mkt	159.7	171.0	—	—
£ Capital Guarantee	95.6	102.8	—	—
$ Dollar Managed	$1.841	1.980	—	—
$ Intl Stock Mkt	$2.176	2.341	—	—
$ Nth Am Stk Mkt	$1.633	1.757	—	—
$ Pacific	$2.534	2.725	—	—
$ Hong Kong	$1.802	1.938	—	—
$ World Tech	$2.115	2.275	—	—
$ Intl Fixed Int	$2.342	2.519	—	—
$ Intl Property	$1.261	1.356	—	—
$ Intl Currency	$1.633	1.756	—	—
$ Dllr Money Mkt	$1.628	1.751	—	—
Swiss Franc Mngd	SFr4.835	5.200	—	—
Swiss Franc Money Mkt	SFr0.931	1.002	—	—
Y Japan	Y250	269	—	—
Y Yen Money Mkt	Y236	254	—	—
£ OFS Global Port	77.9	83.9	—	—
£ YRA Worldwide	79.2	85.3	—	—

For other prices ring 0481 26726-9

Royal Life Intl. Ltd
Bridge Hse, Castletown, IoM 0624 824151

AS & Co Offshore Bal F	£0.792	0.853	—	—
Stby & Co Offshore Fd	£0.690	0.742	—	—
LWI Stg Growth	£0.927	0.997	-0.007	—
Lacomp Intl. Fd	£1.578	1.627	—	—
Pension Growth A	£0.775	0.834	—	—
Pens Growth (Bonus)		£1.487	—	—
Royal Life UK Mngd Fd	$1.222	1.314	-0.003	—
Royal Life Gilt Fd	$1.120	1.205	-0.014	—
Royal Life UK Eqs Fd	$1.292	1.390	-0.016	—
Royal Life Amer Fd	$1.255	1.350	-0.007	—
Royal Life Euro Fd	$1.154	1.241	-0.013	—
Royal Life Far East Fd	$1.879	2.021	-0.034	—
Ryl Life Intl Gwth Fd	£0.849	0.913	+0.00	—
Royal Life Intl Prop	£2.729	2.935	—	—
SAIF (MM)	£1.524	1.605	—	—
Tax Exempt Intl Gth Fd	$0.799	0.860	—	—
Young & Co Int Port	£1.260	1.345	—	—
YRA Growth Fd	£0.926	0.996	—	—
YRA $ Growth Fd	$0.935	1.006	—	—
H&B Convergent O'seas		£0.868	—	—
H'muster Off Stg Mgd	0.932	1.003	—	—

Sun Alliance International Life
PO Box 77, St Peter Port, Guernsey 0481 23539

Inter-Dollar Fund	$6.49	6.99	—	—
Far East Fund	$8.71	9.38	—	—
Intl. Currency Fund	$3.82	4.11	—	—
Dollar Fxd Int. Fund	$5.62	6.05	—	—
Ster. Exempt Gilt Fd	£3.70	5.98	—	—
Managed Fund	$1.58	1.71	—	—

Unilife Group
5 Bd Joseph II Luxembourg Tlx 2809 Tel 475043

Sterling Pens Plan	£0.79	0.85	—	—
US Dollar Pens Plan	$0.77	0.85	-0.01	—
Yen Pens Plan	Y216	231	-2	—
Ecu Pens Plan	Ecu0.74	0.80	—	—
Sterling Man Fd	£1.16	1.23	—	—
Sterling Fixed Int Fd	£1.33	1.41	—	—
US Dollar Man Fd	$1.21	1.28	-0.01	—
US Dollar Fixed Int Fd	$1.20	1.27	—	—
Ecu Bond Fd	Ecu1.13	1.19	-0.01	—
Davenport Chiwck £ Fd	—	0.87	-0.01	—
Davenport Chiwck $ Fd	—	0.83	-0.01	—
Davenport Chad £ F.I.	—	1.02	—	—
LWI Universal Stg Mgd	£-	1.07	—	—
LWI Universal $ Mngd	$-	0.71	-0.01	—
Matheson £ Pens	£0.69	0.73	—	—
Matheson $ Pens	$0.70	0.75	—	—
EDN Managed Fund	£0.71	0.77	—	—
Royal Wessex Fund	£0.72	0.70	—	—
Wessex Special Sits	1.00	1.06	—	—
PJ C. $ Managed	$0.77	0.808	-0.001	—
Argent Stg High Yld		10.00	—	—
Argent Stg Blncd		10.00	—	—
Argent Stg Enty Gth		10.20	—	—
Argent Dllr Blncd		10.00	—	—

OTHER OFFSHORE FUNDS

Abbey Global Investment Fund

Intl Inc & Gth Fnd	$1.91	2.03	—	—
(Sterling Price)	£1.08	1.16	-0.01	—
UK Gth Fnd	£0.75	0.79	—	—
American Gth Fnd	$2.03	2.15	+0.04	—
(Sterling Price)	£1.15	1.23	+0.04	—
European Gth Fnd	Ecu1.87	1.98	-0.03	—
(Sterling Price)	£1.24	1.31	-0.03	—
Japanese Gth Fnd	Y229	243	-0.01	—
(Sterling Price)	£1.01	1.08	—	—
Pacific Basin Gth Fnd	$1.26	1.34	—	—
(Sterling Price)	£0.71	0.77	+0.01	—
Sterling Cash	£1.01	1.07	—	—

Adams & Neville Fund Mngt (Guernsey) Ltd

Worldinvest Bon Fund Acc	£1.79	1.87	-0.01	—
Worldinvest Bond Fund Inc	£1.36	1.41	-0.01	—
Worldinvest Cap Fd Acc	£1.58	1.70	+0.05	—
Worldinvest Emer Cos	£1.04	1.07	+0.04	—

Adig Investment

Adiresta	DM25.78	34.49	+0.01	—
Adiverba	DM126.46	132.78	-0.22	—
Fondak	DM52.70	55.34	-0.06	—
Fondis	DM59.24	62.20	-0.02	—

AEtna Federated Intl Mngrs (Lux) SA
AEtna Federated Intl Umbrella Fund
Growth Funds

American Equity	$5.28	+0.10	—
Asian Equity	$5.32	+0.06	—
Australian Equity	A$5.18	-0.11	—
European Equity	$5.04	-0.05	—
Japanese Equity	$4.40	-0.10	—
UK Equity	£5.15	+0.01	—
Income and Growth Funds			
American Inc & Gwth	$5.13	-0.05	—
European Inc & Gwth	$4.85	-0.04	—
Pac Basin Inc & Gwth	$5.26	+0.08	—
UK Inc & Gwth	£5.15	+0.03	—
Income Funds			
Australian $ Bond	A$5.06	+0.01	—
Canadian $ Bond	C$5.06	—	—
Deutschemark Bond	DM4.98	+0.01	—
Mngd European Bd	$4.72	-0.07	—
Sterling Bond	£4.99	-0.03	—
US Dollar Bond	$5.02	-0.02	—
Yen Bond	Y496	—	—
Liquid Reserve Fund			
Deutschemark Res	DM4.99	—	—
Sterling Reserve	£5.07	—	—
US Dollar Res	$5.06	—	—
Yen Reserve	Y502	—	—

AEtna Intl Assurance (Bermuda) Ltd
Exchange rate at Valuation Day US$1.7827

Commodity (S)	$7.400	7.790	—	—
Dollar Deposit (S)	$2.115	2.230	—	—
Eurogrowth (S)	$0.880	0.930	—	—
European Equity (S)	£206.9	217.8	—	—
Global Managed (S)	$1.105	1.165	—	—
Gold (S)	$1.290	1.360	—	—
Goldmine (S)	$0.610	0.645	—	—

Baring International Group

Australia	$18.28	19.69	+0.24	1.0
Europa Fund	$9.93	10.64	-0.09	2.0
Hong Kong	$29.57	32.68	-0.04	2.7
Japan Tech	$60.41	64.53	+1.01	0.0
Japan Fund	$28.25	30.14	-1.04	1.0
Japan New Gen'n Fd	$14.56	15.60	-0.22	1.0
Malay Sing	$26.34	28.36	-0.08	1.0
Nth American	$15.65	16.77	+0.01	2.0
Octopus Fund	$11.57	12.41	—	1.0
Pacific Fd	$42.241	44.405	-0.745	1.0
Pacific Intl Fd	$23.20	24.36	-0.35	1.0
Bond Fd	$15.115	15.870	-0.097	7.23

Barrington Mngt (CI)-Barrington Fd

Unit Inc June 23	170.0	177.0xd	—	4.15

Bermuda Intl Invest Mngmt Ltd

Anchor Intl (z)	$16.91	17.26	—	1.01
Bda Intl Bond (Cap)	$26.97	27.25	—	—
Bda Intl Bond (Inc)	$11.48	11.61	—	—
Bda Intl Commodity	$11.91	12.04	—	—
Bda Intl Crncy (Mgd)	$15.07	15.22	—	—
Bda Intl Equity (Cap)	$14.97	15.28	—	—
Bda Intl Equity (Inc)	$13.37	13.65	—	—
Cdn $ Inv Bond A	C$14.32	14.47	—	—
Canadian $ Inv Bd D	C$16.79	16.97	—	—
Forexfund	$8.74	8.92	—	—
Jap Over Spcl Sits	$18.96	19.36	—	—

Brazilian Securities Ltd

Brazilian Inv Co SICAV		$12.91	—	—

Bridge Management Ltd

N'bashi June 15	Y6700	6980	+0	—
Nippon Fund June 22	$108.49	113.07	—	0.24

Bridge Singapore Asset Mngmt Ltd

S & Mly 7	$8.75	9.15	—	10.86

Brown Shipley Fund Mgmt (CI) Ltd

Sterling Bd/Bd(Daily)	£10.35	10.71xd	-0.07	9.34
Sterling Cap (Daily)	£25.20	25.28	-0.01	—
Intl. Bond (Daily)	$16.83	17.37	-0.06	7.46
Int Currency (Wkd)	£1.40	1.48	—	5.44

Butterfield Management Co Ltd

Buttress Capital		$14.44	—	—
Buttress Equity Acc	$6.88	7.20	—	—
Buttress Equity Dist	$4.74	4.97	—	—
Buttress Inc Acc	$5.17	5.36	—	—
Buttress Income Dist	$0.82	0.86	—	—

CAL Investments (IoM) Ltd

CAL £ & C*	58.0	61.1	—	—

*Dealings Monday.

CL-Alexanders Rouse (Bermuda) Ltd

Systemtrend Ltd		$16.423	—	—
S'trend Ctd Ltd Mar 93		10.00	—	—

CRC Asset Management Limited
CRC Balanced Growth Fund

Far East Class	$11.14	11.60	—	—
International Class	$11.40	11.96	-3.85	—

Capital House Investment Management Ltd

Emperor Fund	$14.48	15.21	-0.23	—
Euro Global Inv Fd	$88.95	93.44	—	0.53

Capital International

Capital Int. Fund		$78.67	—	—

Cortexa International

Cortexa Intl		$121.85	+1.02	—

Credit Suisse

CS Money Mkt Fd US$	$1293.71	1293.72	—	—
CS Money Mkt Fd DM	DM1167.18	1167.11	—	—
CS Money Mkt Fd£	£1517.73	1517.73	—	—
CS Money Mkt Fd Yen	Y118.705	118.706	—	—
CS Prime Bond DM A/B	DM102.72	102.73	—	—
CS Short-Tm Bd $ A/B	$100.11	100.12	—	—
CS Short-Tm Bd DM A/B	DM103.45	103.45	—	—

Creditanstalt Asset Mngmt Ltd

CreditRynd(US)r Am 11		$106.31	—	—

Credit Commercial de France

Euro Smlr Cos Class A		Ecu10.28	—	—
Euro Smlr Cos Class B		Ecu10.28	—	—
Actibonds Invest		$36.75	—	—
Europe Prestige		Ecu9.12	—	—

DWS Deutsche Ges. F. Wertpapiersp

Investa	DM58.33	56.00	—	—
Provesta	DM76.63	80.50	—	—
Intervesta	DM70.89	72.70	—	—

Daehan Investment Trust Co Ltd
Korea Trust NAV June 18 Won 57,689 (US$51.71)
Seoul Trust NAV June 20 Won 21,923 (US$30.10)

Dantrust Management (Guernsey) Ltd

Dantrust Limited	DK111.8	112.3	—	—

Dean Witter World Wide Investment Trust SA
NAV June 24 $21.21

Deutscher Investment-Trust

Concentra	DM29.85	30.60	—	—
Int. Rentenfonds	DM75.69	77.58	—	—

Drexel Burnham Lambert
Finsbury Group Limited NAV June 17 $156.15
Winchester Capital Limited NAV June 17 $103.43
Winchester Diversified Limited NAV May 31 $16.68
Winchester Financial Limited NAV May 31 $21.80
Winchester Frontier Limited NAV May 31 $146.08
Winchester Hldgs-Eur Bond Series Ecu 1,085.81
Winchester Recovery Limited NAV May 31 $94.62
Winchester Reserves Limited Current Yield 6.68%
Worldwide Special Fund NV NAV June 17 $669.35
Worldwide Securities Limited NAV June 17 $27.14

Dreyfus Intercontinental Inv. Fd.
NAV June 23 $55.58 57.00

Dumenil Asset Management (Guernsey) Ltd
Managed Currency Fd 1.0181

Duncan Lawrie Inv. Mgt. Ltd

DL Sterling	120.3	126.4	—	6.2
DL International	$1.62	1.70	—	5.9

Dunedin Unit Trust Mgrs (Bermuda) Ltd

America Trust	$10.83	11.28	—	0.0

Elders (Switzerland) Invest. Mngt. SA

Elders Aust Invst. Tst	A$98.00	104.00	—	—
Elders Intnl. Inv. Tst	SFr100.50	106.30	—	—

Equitilink International Mngt Ltd
First Aust Prime Inc Inv Co Ltd NAV June 24 C$15.01
First Aust Prime Inc Inv Co Ltd NAV June 24 $12.47
NAV, Diluted to reflect exercise of all Wrts C$13.53 US$11.21

Ermitage Management Ltd

GT Management Plc

GT Appld Science Fd(z)	$24.12	—	-0.09	—
GT ASEAN Fd (z)	$28.79	—	-0.35	1.22
GT Asia Fd(z)	$11.34	—	-0.15	1.06
GT Australia Fd(z)	$34.50	—	-0.40	0.61
GT Biotech Hlth Fd (z)	$8.48	—	—	—
GT Bond Fund (z)	$16.39	—	-0.07	7.32
GT Britain Fd (z)	8.40	—	—	—
GT Deutschland Fund (z)	$8.39	—	—	—
GT Dlr (Stlg) Fd (z)	£22.78	—	-0.15	4.32
GT Europe Fund (z)	$24.30	—	—	0.08
GT Euro Small Cos (z)	$21.53	—	—	—
GT Global Small Cos(z)	$11.53	—	—	—
GT Global Tech Fd (z)	$18.93	—	-0.07	—
GT Hong Kong Fd (z)	$24.54	—	-0.04	2.04
GT Hnshu Pfinder (z)	$96.81	—	-1.87	—
GT Japan Sm Cos Fnd(z)	$122.34	—	—	0.29
GT Nat Res Gold Class (z)	$9.49	—	-0.02	—
GT Newly Ind Cn Fd (z)	$20.64	—	—	0.22
GT Sel Dollar Bd Port (z)	$9.50	—	—	—
GT Sel Gilt Port (z)	£9.86	—	—	—
GT Sel Intl Bd Port (z)	£10.06	—	—	—
GT Technology Fd(z)	$32.28	—	-0.54	—
GT UK Small Cos Fd (z)	$10.10	—	—	—
GT US Small Cos (z)	$10.55	—	—	—
GT Universal Gwth Fd (z)	$10.57	—	—	—

Gaia Currency Hedge Funds

Gaia Hedge I		$92.53	—	—
Gaia Hedge II		$102.87	—	—

Gartmore Fd Mngrs (Far East) Ltd (a)(b)

Australia Tst Jun 17	$4.566	4.888	—	1.64
Japan Fd Jun 17	$12.341	13.259	—	0.14
N American Tst Jun 22	$25.408	27.805	—	0.25
Intl Bond Fd Jun 23	$13.009	13.708	—	5.84
Pacific Tst Jun 24	HK$36.96	17.49	—	1.69
Oriental V'tures Tst Jun 22	$38.750	39.550	—	2.01
Japan Warrant Jun 24	$5.34	5.53	—	1.81
Hong Kong Fd Jun 22	$12.264	12.523	—	5.19
Managed Tst Jun 17	$15.580	15.940	—	1.26
Singapore Tst Jun 21	$9.261	9.933	—	1.81

Gartmore Fund Managers (IoM)

Intl. Inc. Jun 23*	126.5	28.2	—	13.00
Intl. Grth. Jun 23	£424.2	451.3xd	—	—

* Historic Yield—based on dist. 14.6.88

Gartmore Fd Mngrs Intl Ltd
Capital Strategy Portfolio

Income Portfolio	1.00	—	—	7.41
Growth Portfolio	1.00	—	—	1.65
Balanced Portfolio	1.01	—	—	5.32

Assicurazioni GENERALI SpA

Sterling Managed Fd	£212.27	223.44	—	—
Dollar Managed Fd	$117.22	123.39	—	—

Gertrust SA

Sesveral Portfolio	SFr267.00	291.20	—	—

Global Asset Management Corpn

FuturGAM	$170.04	-15.08	—
GAM Arbitrage	$202.76	-2.12	—
GAM ASEAN	$104.10	+1.25	—
GAM Australia	$160.32	—	—
GAM Boston Hill	$115.497	+0.243	—
GAM Boston	$149.17	+1.03	—
NAM Ermitage	$20.56	—	—
GAM France	FFr1026.26	-4.85	—
GAM Franc-val SFr	SFr182.34	—	—
GAM Global	$94.74	-0.70	—
NAM Growth	$70.94	-0.35	—
GAM High Yield	$109.99	-0.06	—
GAM Hong Kong	$145.91	—	—
GAM International	$132.21	-1.75	—
GAM Japan	$382.34	—	—
GAM Money Mkt Fds US$	$103.07	-0.05	—
Do Sterling	£103.37	+0.01	—
Do Swiss Fr.	SFr100.53	-0.00	—
Do Deutschmark	DM101.35	-0.01	—
Do Yen	Y10153	-0	—
GAM Pacific Basin Fd	$100.89	-0.43	—
GAM Restructuring Inc	$137.69	—	—
GAM Singapore/Malaysia	$125.31	—	—
GAM Tokyo Fund Inc	$100.28	—	—
GAM Tyche	$166.40	+3.46	—
GAM U.S.	$109.51	—	—
GAM ul. Investments	$213.96	+14.04	—
GAM Whitethorn	$111.61	—	—
GSAM Composite Inc	$181.14	—	—
GSAM Int $ Ord	$111.32	—	—
GSAM Int $ Special	$126.61	—	—
GSAM Int SwFr	SFr108.45	—	—
GSAM Int Yen	Y11475	—	—
GSAM Int DM	DM100.03	—	—
GSAM Int £ Stlng	£107.35	—	—

Global Government Plus Fund
c/o Prudential-Bache Secs (UK) Inc
NAV June 11 US$17.54 C$9.15

Grenville Management Limited

Grenville Inv Tst	11.41	1.48	—	1.35

Next dealing day July 11

Grindlays Capal-Cure Intl Mgt Co Ltd
Grindlays Capal-Cure Intl Fund

Sterling Low Risk	£9.49	9.72	+0.04	—
Sterling Balanced	£9.71	9.95	+0.07	—
Sterling Growth	£9.01	9.34	+0.13	—
US$ Low Risk	$9.38	9.61	+0.01	—
US$ Balanced	$9.66	9.90	-0.01	—
US$ Growth	$9.17	9.40	-0.03	—
Swiss Fr Low Risk	SFr17.64	18.05	+0.01	—
Swiss Fr Balanced	SFr17.49	18.43	+0.10	—
Swiss Fr Growth	SFr17.60	18.04	+0.18	—

Nambra Pacific Fund Mgmt Ltd

Australian Fd June 24	$6.69	7.21	+0.04	—
SE Asia Fd June 24	$6.71	7.20	+0.04	—
Japan Fund June 24	$76.42	81.09	-0.00	—
Japan Ent June 24	$39.18	42.01	-0.11	—

Hambros Fd Mgrs (CI) Ltd

Special Sits	318.8	335.6	+3.2	0.72
European Growth	DM8.05	8.40	-0.07	—
American Growth	$6.41	6.75	-0.02	—
UK Growth Fd	71.9	76.5	-0.1	2.16
Intl Bond	$125.66	132.05	-1.65	7.02
Intl Equity	$49.70	52.40	+0.36	0.35
Amer Spec Sits	$1.29	1.36	-0.01	—
Sterling Income Fund	113.47	118.24	-0.28	6.565
Dollar Income Fund	$0.989	1.030	+0.011	6.259

Health 2000 Limited
Health 2000 $9.33

Henderson Admin. (Guernsey)

Gilt Fund	£10.09	10.69	—	—
Prime Res Props	£1.418	1.504	—	—
Balanced Gwth $ Prtfo	$1.654	1.753	—	—
Balanced Gwth £ Prtfo	£1.104	1.170	—	—
Select Mkts $ Prtfo	$1.757	1.862	—	—
Int & Gwth $ Prtfo	$1.632	1.730	—	—
High Income £ Prtfo	£0.660	0.702	—	—

Henderson Management SA

Kleinwort Benson Group

Transatlantic Gth Fd		$14.40	-0.02	—
Transatlantic Inc. Fd		$11.02	-0.00	0.93

Virginia Trading Corp

Commonwealth Intl		$1571.14	—	—
Dominion Strikes Fd		$931.47	—	—
Forficle Fund		$955.49	—	—
Fenchurch Camera		$1113.02	—	—

Kleinwort Benson (Guernsey) Fd Mngrs Ltd

Guernsey Acc	321.1	346.6	—	—
Guernsey Inc	196.4	212.1	—	2.94
KB Far East (Fy'ency)*	£17.41	17.95	+0.59	0.91
KB Int. Ac. Bd Fd Acc*	£8.11	8.16	—	—
KB Japan Fund		$251.14	—	—
Signet Fd Bermuda		$11.95	—	0.01

*Offer prices quoted are exclusive of preliminary charges

Kleinwort Benson Currency Fund Ltd

DM Currency Fd		DM10.6270	+0.0010	—
Sterling Currency Fd		£6.0740	+0.0004	—
Sw. Francs		SFr9.9675	+0.0007	—
US$ Currency Fd		$11.4810	+0.0024	—
Yen Currency Fd		Y1086.0970	-0.1019	—

Kleinwort Benson Islamic Fd Mgmt Ltd

Islamic Fund	$5.85	6.35	—	0.66

Korea Growth Trust
Managers Citizens Invest Trust Mgmt Co
NAV Won22,969.40 US$31.40

Korea International Trust
Fund Mngrs: Korea Invest Trust Co Ltd
BAV Won $1,436.40 IDR Value US$42,973.22

Lazard Offshore Funds
Lazard Fund Managers (C.I.) Ltd

Lazard Cur Acc Fd £	£13.87	11.90	—	7.4
Lazard Cur Acc Fd US$	$12.20	12.21	—	4.3
Lazard Cur Acc Fd Y	Y3370	3380	—	3.3
Lazard Cur Acc Fd DM	DM44.69	44.70	—	2.5
Lazard Cur Acc Fd SF	SF32.44	32.45	—	1.6
Lazard Cur Acc Fd FF	FF130.43	130.44	—	4.9
Lazard Cur Acc Fd DKr	DKr163	164	—	7.8
Lazard Cur Acc Fd N Kr	NKr120.47	120.48	—	13.6
Lazard Cur Acc Fd Man	$12.06	12.67	—	—
Lazard European Fund	$30.47	32.33	—	—
Lazard Far East	$67.09	71.33	—	—
Lazard Global Equity	$23.39	24.92	—	—
Lazard Nth Am	$17.10	18.27	—	—
Lazard Sel Port £ Cap	£11.48	12.20	—	—
Lazard Sel Port £ Inc	£9.66	10.17	—	2.9
Lazard Sel Port $ Cap	$11.47	12.18	—	—
Lazard Sel Port $ Inc	$9.82	10.37	—	7.2
Lazard U K	£1.189	1.266	—	—

Lazard Fund Managers (Jersey) Ltd

Lazard Cap. Gwth Bond	$2483.34	2592.69	—	8.5
Lazard D'lad Bnd (Inc)	$20.36	21.48	—	0.5
Lazard D'lad Bnd (Acc)	$22.04	23.25	—	—
Lazard Int Int $ (Inc)	$1141.94	1204.77	—	9.8
Lazard Int $ Inc (Acc)	$2101.44	2279.17	—	—
Lazard Inv Inc £ (Inc)	£9.84	10.36	—	5.4
Lazard Int Inc £ (Acc)	£9.84	10.36	—	—
Lazard Japan Fund	$49.00	52.23	—	—

Le Fonds International Caugeer
NAV June 15 $10.51

Liberty ALL-STAR World Equity Portfolio
NAV June 24

Lloyds Bank (CI) U/T Mngrs

Lloydstrust Multi US$	$20.71	20.72	—	7.92
Lloydstrust Multi DM	DM31.14	31.15	—	4.86
Lloydstrust Multi Yen	Y2564.0	2565.0	—	4.01
Lloyds Trust Overseas	197.8	210.4	—	0.83

Dealing weekly on Thursday

Lloyds Bank Geneva Switzerland

Lloyds Int'l Dollar	$109.20	112.80	—	8.0
Lloyds Int'l Europe	SFr135.00	144.20	—	2.1
Lloyds Int'l Growth	SFr178.00	191.10	—	1.1
Lloyds Int'l Income	SFr275.50	286.50	—	4.3
Lloyds Int'l N America	$121.55	128.30	—	1.5
Lloyds Int'l Pacific	SFr266.00	279.80	—	0.6
Lloyds Int Smaller Cos	$16.20	16.85	—	—

Lloyds Intl. Money Market Fund Ltd
Lloyds Bank Fund Managers (Guernsey) Ltd

Australian Dollar		A$43.053	—	11.42
Deutschmark		DM55.423	—	2.38
ECU's		Ecu21.504	—	4.70
French Francs		FFr109.461	—	6.49
Japanese Yen		Y2604.80	—	2.96
New Zealand Dollar		NZ$48.182	—	14.98
Sterling Class		£15.311	—	6.64
Swiss Franc		SFr54.710	—	1.79
US Dollar Class		$27.756	—	6.62
Managed Sterling		£10.201	—	—
Managed US$		$10.351	—	—

Dealing every Wednesday.

London Interstate Fund Managers Ltd

Lde Intstate Inv Cl I	DK/116.3	116.4	+0.20	—
Lde Intstate Inv Cl II	DK/105.6	106.4	+0.60	—

MFM Ltd.

Marlowes Intl Asset Fd	$12.865	12.868	—	—
Marlowes Intl Bond Fd	11.272	12.256	—	—
Marlowes Intl Grth Fd	20.524	21.651	—	—

M & G (Cayman) Ltd

Atlantic Ex June 18	$14.22	15.13	—	0.00
Australian Ex June 15	$6.78	7.18	—	0.00
Gold Ex June 15	$46.48	48.45	—	1.31
(Accum. Units)	$80.18	84.40	—	1.31

M & G Island Fund

Island	634.2	670.3	-0.3	2.12
(Accum Units)	1184.1	1266.3	-0.5	2.12

McDonnell & Co (Bermuda) Ltd

McD Merger Arbitrage	$17.43	18.30	-0.14	—
McD Fin Arbitrage	$24.78	26.02	+0.02	—
McD Futures	$12.01	12.61	-0.59	—
McD Diversified		$15.74	-0.07	—
McD Bridgewater Fd	$8.22	8.63	-0.10	—
McD 8 Amer Gwth	$10.07	10.57	+0.07	—

Man International Futures

MINT LIMITED-Ord		$34.62	—	—
MINT LIMITED-Inc		$13.85	—	—
MINT GTD LTD Ser A		$18.38	—	—
MINT GTD LTD-Spec. Inc		$16.77	—	—
MINT GTD LTD-Jan 1993		$15.81	—	—
MINT GTD LTD-Jan 1994		$12.62	—	—
MINT GTD LTD-Dec 1994		$10.75	—	—
FBME MINT GTD PLC		$109.29	—	—
KESTREL LIMITED		£11.54	—	—

Management International (Jersey) Ltd
Anchor Gilt Edge (z) £10.05 10.10 +10.70

Macnin International Ltd
Global Invest Account 97.10 102.20

Manufacturers Hanover Geofunds

Com. Bds	$18.02	18.92	-0.17	—
LA Acc	$176.28	178.40	+0.14	—
US Equities	$9.30	9.82	-0.06	—
US Govt Sec Acc	$187.10	108.39	-0.19	—

Mediterranean Fund (SICAV)
NAV June 21 Ecu9.82

Midland Bank Tst. Corp. (Jersey) Ltd

LONDON SHARE SERVICE

BRITISH FUNDS

1988 High	Low	Stock	Price £	+ or -	Yield Int.	Red.
		"Shorts" (Lives up to Five Years)				
100¼	99⅜	Treas. 9½pc '88	100¼	-⅛	9.50	9.21
102⅞	101¼	Treas 11½pc 1989	101⅛	-⅛	11.36	9.35
101⅞	99⅝	Treas 9½pc Cnv 1989	100⅛	-⅛	9.50	9.47
97¼	95⅛	Treas 3pc 1989	96⅞	-⅛	3.09	6.47
102⅝	100⅞	Treas 10½pc 1989	100⅞	-⅛	10.41	9.48
102	100⅛	Exch 10pc 1989	100⅛	-⅛	9.97	9.66
103⅛	101⅛	Exch 11pc 1989	101⅛	-⅛	10.84	9.64
97⅛	95⅛	Treas 5pc 1986-89	96⅛	-⅛	5.19	8.01
104⅝	101¼	Exch 10¼pcCv '89	101¼	-⅛	10.11	9.12
107½	104⅞	Treas 13pc 1990	104⅞xd	-⅛	12.42	9.67
104⅝	101⅞	Exch 11pc 1990‡‡	101⅞	-⅛	10.80	9.69
107⅛	104⅞	Exch. 12½pc 1990	104⅛	-⅛	11.99	9.73
93⅞	91⅞	Treas. 3pc 1990	92⅞	-⅛	5.26	7.61
99¼	98⅛	Treas 8¼pc 1987-90‡‡	98⅛	-⅛	8.40	9.28
102⅛	98⅞	Treas. 8pc Cv 1990 ‡‡	98⅞	-⅛	8.12	8.82
103⅛	100⅞	Treas. 10pcCv 1990	100⅞	-⅛	9.94	9.66
91⅞	88⅞	Exch 2½pc 1990	89⅞	-⅛	2.79	7.29
107⅛	104⅞	Treas 11¾pc 1991	104⅞xd	-⅛	11.19	9.50
95⅛	92⅞	Funding 5¾pc '87-91‡‡	93⅛	-⅛	6.17	8.52
90⅛	87⅞	Treas. 3pc 1991	88⅛	-⅛	3.39	7.48
105⅛	101⅞	Treas 10pc Cv '91 ‡‡	101⅞xd	-⅛	9.80	9.22
107⅛	103⅞	Exch. 11pc 1991	103⅞	-⅛	10.55	9.46
98⅛	95⅛	Treas. 8pc 1991	95⅛	-⅛	8.37	9.53
113⅛	109⅛	Treas 12¾pc 1992‡‡	109⅝xd	-⅛	11.62	9.48
104⅛	101⅛	Treas 10pc 1992	101⅛	-⅛	9.85	9.49
98⅛	94⅞	Treas. 8pc 1992 ‡‡	95⅛	-⅛	8.40	9.52
106⅛	102⅛	Exch 10½pc Cv 1992‡‡	102⅛	-⅛	10.18	9.48
86	83	Treas. 3pc 1992	84⅛	-⅛	3.55	7.59
112	108⅛	Exch. 12¼pc '92	108⅛	-⅛	11.24	9.57
117	112¼	Exch 13½pc 1992	112⅞	-⅛	11.97	9.72
40	38⅛	Treas. 8¾pc 1993 (40)	38⅛	—	8.70	9.66
[illegible]	100	Treas 10pc 1993‡‡	102⅛	-⅛	9.87	9.64
		Five to Fifteen Years				
11[illegible]	111	Treas 13¾pc 1993‡‡	111⅛xd	-⅛	11.26	9.68
[illegible]	89⅛	Funding 6pc 1993‡‡	90⅛	-⅛	6.63	8.28
12[illegible]	116⅛	Treas 13¾pc 1993‡‡	116⅛	-⅛	11.79	9.70
101⅛	95⅛	Treas. 8¼pc 1994	95⅛	-⅛	8.94	9.64
12[illegible]	120⅛	Treas 14½pc 1994‡‡	120⅛	-⅛	12.01	9.66
[illegible]	115⅛	Exch 13½pc 1994	116⅛	-⅛	11.64	9.81
105⅛	100⅛	Treas. 10pc Ln. 1994‡‡	101⅛	-⅛	9.85	9.65
116	111⅛	Exch. 13¾pc 1994	112⅛	-⅛	11.15	9.83
101	95⅛	Treas 9pc 1994‡‡	97⅛	-⅛	9.24	9.54
11[illegible]	109⅛	Treas 12pc 1995	110⅛	-⅛	10.87	9.81
83	78⅛	Exch 3pc Gas 90-95	78⅛	-⅛	3.80	6.91
106	100⅛	Exch. 10¼pc 1995	102⅛	-⅛	10.00	9.74
120	113⅛	Treas 12¾pc 1995‡‡	115⅛	-⅛	11.05	9.77
126	119⅛	Treas. 14pc '96	121⅛	-⅛	11.55	9.94
101⅛	95⅛	Treas. 9pc 1992-96‡‡	97⅛	-⅛	9.27	9.54
153⅛	127⅛	Treas 15¼pc 1996‡‡	128⅛	-⅛	11.86	9.91
123⅛	116⅛	Exch 13¼pc 1996‡‡	118⅛	-⅛	11.19	9.83
86⅛	83⅛	Redemption 3pc 1986-96	83⅛	-⅛	3.58	5.51
105⅛	99⅛	Conversion 10pc 1996	101⅛	-⅛	9.88	9.78
124⅛	117⅛	Treas 13¼pc 1997‡‡	119⅛xd	-⅛	11.10	9.85
108⅛	101⅛	Exch 10½pc 1997	104	-⅛	10.10	9.80
98⅛	92	Treas 8¾pc 1997‡‡	94⅛	-⅛	9.25	9.64
98⅛	92⅛	Tr 0¼pc Ln "C" 1997 ‡‡	94⅛	-⅛	9.25	9.65
134⅛	127⅛	Exch 15pc 1997	129⅛	-⅛	11.57	10.62
104	97⅛	Exch. 9¾pc 1998	99⅛xd	-⅛	9.77	9.77
87⅛	81⅛	Treas 6¾pc 1995-98‡‡	83⅛	-⅛	0.05	9.28
140⅛	132⅛	Treas. 15½pc '98‡‡	134⅛	-⅛	11.50	9.98
118⅛	111⅛	Exch. 12pc 1998	113⅛	-⅛	10.58	9.88
103⅛	96⅛	Treas 9½pc 1999‡‡	99⅛xd	-⅛	9.58	9.62
120⅛	113⅛	Exch. 12¼pc 1999	115⅛	-⅛	10.62	9.87
109⅛	102⅛	Treas. 10½pc 1999	104⅛	-⅛	9.98	9.71
107⅛	100⅛	Conversion 10¼pc 1999	103⅛	-⅛	9.88	9.69
100⅛	86⅛	Treas. 8½pc Ln 2000‡‡	92⅛xd	-⅛	9.17	9.57
99⅛	93⅛	Conversion 9pc 2000‡‡	95⅛	-⅛	9.34	9.51
128⅛	119	Treas. 13pc 2000	121⅛xd	-⅛	10.65	9.83
106⅛	99⅛	Treas 10pc 2001	102⅛	-⅛	9.72	9.59
129⅛	122⅛	Treas. 14pc '98-01	124⅛	-⅛	11.18	9.93
104⅛	98⅛	Conversion 9¾pc 2001	100⅛	-⅛	9.64	9.58
118⅛	111⅛	Exch. 12pc '99-02	113⅛xd	-⅛	10.52	9.83
107⅛	100⅛	Conversion 10pc 2002	102⅛	-⅛	9.69	9.56
105⅛	[illegible]	[illegible] 9¾pc 2002	101⅛	-⅛	9.61	9.56
99⅛	93⅛	Exch. 9pc 2002	95⅛	-⅛	9.40	9.54
		Over Fifteen Years				
131	123	Treas. 13¾pc 2000-03	126⅛	-⅛	10.88	9.95
[illegible]	[illegible]	Treas 10pc 2003	103⅛	-⅛	9.66	9.55
117	[illegible]	Treas. 11½pc 2001-04	112⅛	-⅛	10.23	9.77
108	[illegible]	Treas. 10pc 2004	103⅛	-⅛	9.63	9.52
50	54	[illegible] 3½pc '99-04	57	-⅛	6.16	8.46
[illegible]	97	Conversion 9½pc 2004	[illegible]	-⅛	9.47	9.46
[illegible]	97	Conversion 9½pc 2005	100	-⅛	9.46	9.44
113	[illegible]	[illegible] pc 2005	108	-⅛	9.65	9.44
128	119	Treas. 12½pc 2003-05	122	-⅛	10.20	9.64
92	85	[illegible] 2002-06‡‡	88	-⅛	9.07	9.35
106	99	Conversion 9¾pc 2006	102	-⅛	9.50	9.44
121	[illegible]	Treas. 11¾pc 2003-07	114	-⅛	10.09	9.62
97	[illegible]	Treas 8½pc 2007 ‡‡	[illegible]	-⅛	9.15	9.20
[illegible]	[illegible]	Treas. 13½pc '04-08	[illegible]	-⅛	10.[illegible]	9.59
[illegible]	[illegible]	Treas. 9pc 2008 ‡‡	[illegible]	-⅛	9.[illegible]	9.26
[illegible]	[illegible]	Treas 8pc 2009	[illegible]	-⅛	9.[illegible]	9.22
101	93	[illegible] 9pc Ln 2011 ‡‡	97	-⅛	9.[illegible]	9.26
68	62	Treas. 5½pc 2008-12‡‡	[illegible]	-⅛	[illegible]	9.02
[illegible]	[illegible]	Treas. 7¾pc 2012-15‡‡	[illegible]	-⅛	9.[illegible]	9.20

BRITISH FUNDS—Contd

1988 High	Low	Stock	Price £	+ or -	Yield Int.	Red.
130⅛	121⅛	Exch. 12pc '13-'17	126⅛xd	-⅛	9.54	9.32
		Undated				
44⅛	41⅛	Consols 4pc	43	-⅛	9.30	—
39⅛	57⅛	War Loan 3½pc‡‡	38⅛	-⅛	9.14	—
52⅛	48⅛	Conv. 3½pc '61 Aft	51⅛	-⅛	6.85	—
33⅛	30⅛	Treas. 3pc '66 Aft	32⅛	-⅛	9.36	—
28⅛	26⅛	Consols 2½pc	27⅛xd	-⅛	9.24	—
28⅛	26⅛	Treas. 2½pc	27⅛	-⅛	9.24	—

Index-Linked

1988 High	Low	Stock	Price £	+ or -	(1)	(2)
121⅛	117½	Treas 2pc IL '90(84 6)	121⅛xd	-⅛	8.71	2.44
103⅛	99⅛	Do 2pc '92‡‡ (97.8)	102⅛	-⅛	2.15	2.90
40⅛	39⅛	Do. 2pc '94 (40)	40⅛	—	2.50	5.95
139⅛	127⅛	Do. 2pc '96(67.9)	138⅛	-⅛	2.88	3.23
114⅛	103⅛	Do 2½pc '01 (78.3)	113⅛	-⅛	3.61	3.86
111⅛	101⅛	Do. 2½pc '03(78.8)	110⅛	-⅛	3.69	3.91
112⅛	102⅛	Do 2pc '06(69 5)	111⅛xd	-⅛	3.75	3.93
105⅛	95⅛	Do. 2½pc '09(78.8)	104⅛	-⅛	5.78	5.95
109⅛	99⅛	Do 2½pc '11(74 6)	108⅛	-⅛	5.78	5.94
90⅛	82⅛	Do. 2½pc '13(89.2)	89⅛	-⅛	3.78	3.93
98⅛	88⅛	Do. 2½pc '16(81.6)	96⅛xd	-⅛	5.75	5.90
95⅛	87⅛	Do 2½pc '20 (83 0)	94⅛	-⅛	5.70	5.83
80⅛	73	Do. 2½pc '24 ‡‡(97.7)	79⅛xd	-⅛	3.67	3.79

Prospective real redemption rate on projected inflation of (1) 10% and (2) 5%. (b) Figures in parentheses show RPI base month for indexing, (ie 8 months prior to issue) and have been adjusted to reflect rebasing of RPI to 100 in January 1987. Conversion factor 3.945. RPI for October 1987.102.9 and for May 1988.106.2

INT. BANK AND O'SEAS GOVT STERLING ISSUES

1988 High	Low	Stock	Price £	+ or -	Int.	Red.
109⅛	100⅛	African Dv Bk 11¼Ln 2010	103⅛	-⅛	10.72	10.67
104⅛	96⅛	Asian Dev Bk 10⅛pcLn2009	100⅛	-⅛	10.22	10.21
129⅛	120⅛	Australia 13½pc 2010	125⅛	-⅛	10.78	10.53
112⅛	103⅛	Do 11½pcLn2015	108⅛	-⅛	10.55	10.47
110⅛	103⅛	Euro Inv Bk 11pc Ln 2002	106⅛	-⅛	10.37	10.16
105⅛	98⅛	Do 10½pc2004	101⅛	-⅛	10.22	10.17
120⅛	112⅛	Int-Am Dev Bk 12½pc 2003	116⅛	-⅛	10.76	10.32
98⅛	91⅛	Do. 9¾pcLn 2015	94⅛	-⅛	10.29	10.32
96⅛	88	Malaysia 10¾pcLn 2009	96⅛	-⅛	11.20	11.25
130⅛	107⅛	Sweden 13½pc Ln 2010	125⅛	-⅛	10.73	10.46
109⅛	87⅛	Utd Mexican States 16½pc 2008	109⅛xd	+1⅛	15.02	14.91

CORPORATION LOANS

1988 High	Low	Stock	Price £	+ or -	Int.	Red.
111	104½	Birmingham 13½pc 1989	104½xd	…	12.92	9.32
115½	101⅛	Do. 11½pc 2012	108½xd	…	10.60	10.50
94⅛	87	GLC 6¾pc 1990-92	90½	…	7.46	10.00
130	120	Leeds 13½pc 2006	123½	…	10.93	10.55
34	26¼	Liverpool 3½pc Irred	33xd	…	10.61	—
97	91	LCC 6¾pc '88-90	93½xd	…	7.22	9.90
30½	25	Do 3pc '20 Aft	30	+2	10.00	—
112	100	Manchester 11½pc 2007	109½xd	…	10.50	10.40

COMMONWEALTH & AFRICAN LOANS

1988 High	Low	Stock	Price £	+ or -	Int.	Red.
93½	88	NZ 7½pc 1988-92	90	-1	8.06	10.30
207	197	S Rhod 2½pc Non-Asstd	206	…	—	—
78	71½	Do 4½pc 87-92 Asstd	77	…	5.84	—
130	42	Zimbabwe Ann (£100pa)	45xd	…	—	—

LOANS

Building Societies

1988 High	Low	Stock	Price £	+ or -	Int.	Red.
100⅛	99	[illegible]wide 9½pc 11.7.88	100⅛xd	…	9.[illegible]	7.11
100⅛	100	[illegible] 10pc 1.8.88	100⅛	-⅛	9.[illegible]	8.48
100⅛	100	[illegible] 10⅛pc 22.8.88	100⅛	-⅛	10.[illegible]	9.07
100⅛	100	[illegible] 10⅛pc 12.9.88	100⅛	-⅛	10.[illegible]	9.23
100⅛	100	[illegible] 10⅛pc 26.9.88	100⅛	-⅛	10.[illegible]	9.42
100⅛	100	[illegible] 10⅛pc 31.10.88	100⅛	-⅛	10.[illegible]	9.52
100⅛	99	[illegible] 9¼pc 28.11.88	99⅛	-⅛	9.[illegible]	9.69
100⅛	99	[illegible] 9¼pc 28.11.88	99⅛	-⅛	9.[illegible]	9.84
100⅛	99	[illegible] 9⅛pc 23.1.89	99⅛	-⅛	9.[illegible]	9.97
100⅛	99	[illegible] 9⅛pc 20.2.89	99⅛	-⅛	9.[illegible]	10.02
100⅛	99	[illegible] 9⅛pc 13.3.89	99⅛	-⅛	9.[illegible]	10.06
100⅛	99	[illegible] 9⅛pc 17.4.89	99⅛	-⅛	9.[illegible]	10.06
100⅛	99	[illegible] 9⅛pc 8.5.89	99⅛	-⅛	9.[illegible]	10.09
[illegible]	87⅛	[illegible] 3¾pc IL Ln 2021	92⅛xd	…	8.[illegible]	4.77

Public Board and Ind.

1988 High	Low	Stock	Price £	+ or -	Int.	Red.
96	90	Agric. Mt. 5pc '59-89	95xd	…	5.26	8.51
48½	40	Met. Wtr. 3pc 'B'	47	…	7.14	10.97

Financial

1988 High	Low	Stock	Price £	+ or -	Int.	Red.
105	101⅛	3i 11¼pc Uns Ln '90	102⅛	-⅛	11.53	10.39
95½	88	Do 7¼pcADb89-92	91½xd	-⅛	7.93	9.65
110	105⅛	Do 12½pc Un. Ln. 1992	105⅛	-⅛	11.81	10.52
93½	89⅛	Do. 7¼pc A 1991-94	89⅛	-⅛	8.11	9.53
101¼	91⅛	Do. 9pc A 1991-94	96⅛	-⅛	9.31	9.71
100	94⅛	Do. 8⅞pc La 1992-97	94⅛xd	-⅛	9.40	9.84

FOREIGN BONDS & RAILS

1988 High	Low	Stock	Price £	+ or -	Div % Gross	Red. Yield
45	33	Greek 7pc Ass	45	…	3.50	7.78
45	33	Do. 6pc 28 Stb. Ass	45	…	3	6.07
45	33	Do 4pc Mixed Ass	45	…	2	4.44
75	63	Hung. '24 Ass	75	…	2.75	3.07
140⅛	128⅛	Hydro Quebec 15pc 2011	135	-1⅛	15.00	10.83
128⅛	118⅛	Ireland 14½pc Ln 2016	126⅛	-1⅛	14.50	11.37
101⅛	96½	Ireland 9¾pc '91-96	98⅛	-⅛	9.75	10.05

AMERICANS

1988 High	Low	Stock	Price £	+ or -	Div Gross	C'vr	Y'ld Gr's
29⅛	22⅛	Abbott Laboratories‡	25⅛	+⅛	$1.20	—	2.6
649p	405p	Allegheny & W 1c	430p	+18	30c	—	5.8
13⅛	862p	Amax $1	15⅛	+⅛	020c	—	—
31⅛	16⅛	Amdahl 5c	31⅛	+⅛	20c	—	8.4
30⅛	22	Amer. Cyanamid $5	30⅛	+⅛	$1.05	—	1.9
15⅛	11⅛	Amer Express 60c	15⅛	-⅛	76c	—	2.7
10⅛	668p	Amer Medical Int. $1	10⅛	-⅛	472c	—	3.9
17⅛	15⅛	American T & T. $1	15⅛	+⅛	$1.20	—	4.2
54⅛	44⅛	Ameritech $1	53⅛	-⅛	$5.40	—	—
27	16⅛	Asarco‡	26⅛	+⅛	—	—	—
10⅛	15⅛	Anheuser-Busch $1	18⅛	+⅛	60c	—	1.8
725p	560p	BankAmerica $1.2	725p	+51	—	—	—
21⅛	16⅛	Bankers N Y. $10	21⅛	+⅛	$1.86	—	4.7
42⅛	34⅛	Bell Atlantic $1	42⅛	-⅛	$4.08	—	5.3
24⅛	19⅛	BellSouth Corp	24⅛	-⅛	$2.36	—	5.2
13⅛	850p	Bethlehem Steel $8	12	-⅛	—	—	—
12⅛	801p	Bio-Rad Labs Inc. "A"	12⅛	—	—	—	—
23⅛	15⅛	Bowater Inc	20⅛xd	+⅛	92c	—	2.5
15⅛	11⅛	Browning-Ferris 16.6c	14⅛xd	…	48c	—	1.8
13⅛	787p	Brunswick 75c	12	…	44c	—	2.8
27⅛	21⅛	CPC Intl. 25c	27	+⅛	$1.44	—	2.9
17⅛	13⅛	CSX $1	13⅛	…	$1.24	—	4.5
16⅛	11⅛	CalFed Inc $1	14⅛	+⅛	$1.40	—	5.2
16⅛	12⅛	Campbell Soup 15c	14⅛xd	+⅛	84c	—	5.1
38⅛	31⅛	Caterpillar Inc $1	38⅛	+⅛	75c	—	1.1
16⅛	11⅛	Chase Manhattan $12½	16⅛	-⅛	$2.16	—	7.0
17⅛	11⅛	Chem. Banking Corpn	17⅛	+⅛	$2.72	—	8.5
15⅛	11	Chrysler $6¼	14⅛xd	-⅛	$1.00	—	5.9
14	9⅛	Citicorp $1	14	+⅛	$1.48	—	5.8
297p	160p	CityFed Fin. Corp	234p	-2	4c	—	0.9
25⅛	20⅛	Colgate-Palmolive $1	24⅛	+⅛	$1.48	—	5.5
17⅛	13⅛	Cons Freightways 62½c	16⅛	+1	98c	—	3.2
300p	134p	Cont'l Illinois Corp $1	300p	+15	8c	—	1.5
14p	7p	Cont Illinois Hldgs $1	7p	…	—	—	—
353p	117p	Corporate Data Scnce	353p	…	—	—	—
482p	300p	Cullinet Sftwr 1c	458p	-4	—	—	—
22⅛	17⅛	Dana Corp $1	22⅛	+⅛	$1.52	—	3.8
15⅛	10⅛	Data General	13⅛	+⅛	—	—	—
140p	44p	Derma-Lock Med	115p	…	—	—	—
31⅛	24⅛	Dun & Bradstreet $1	28⅛	…	$1.74	—	3.3
47⅛	39⅛	Eaton Corpn. 50c	47⅛xd	…	$2.00	—	2.3
18⅛	14⅛	FPL Group 1c	17⅛	+⅛	$2.20	—	0.8
17⅛	18⅛	First Chicago $5	17⅛	+⅛	$1.50	—	4.7
30⅛	20⅛	Ford Motor $2	30⅛	-⅛	$2.40	—	4.3
27⅛	20⅛	GATX 62½c	27⅛xd	+1	$1.80	—	3.0
26⅛	20⅛	Gen. Elect. 6¼c	25	+⅛	$1.40	—	5.1
700p	425p	General Host Corp $1	623p	-10	28c	—	1.9
25⅛	15⅛	Gillette $1	21⅛	+⅛	86c	—	2.2
803p	474p	Gt Am First Svgs Bk $1	594p	-8	60c	—	5.5
17⅛	13⅛	Greyhound $1½	17⅛	+⅛	$1.32	—	4.1
914p	654p	Hasbro Inc 50c	888p	-1	12c	—	8.7
800p	600p	Home Group $1	704p	-31	20c	—	1.6
42⅛	28⅛	Honeywell $1½	40⅛	+1½	$2.10	—	2.8
21⅛	15⅛	Hospital Corp Am $1	21⅛	-⅛	72c	—	1.0
19⅛	15⅛	Houston Inds ‡	18	…	$2.96	—	9.0
72	55⅛	IBM Corpn $1¼	72	+2⅛	$4.40	—	5.5
20⅛	16⅛	IC Industries	18⅛xd	+⅛	80c	—	2.6
30⅛	23⅛	ITT Corpn. $1	30⅛xd	+⅛	$1.25	—	2.3
105p	40p	Image Storage/R Src 1c	77p	…	—	—	—
24⅛	27⅛	Ingersoll-Rand $2	24⅛	+⅛	$1.04	—	2.3
11⅛	815p	Insilco $1	11⅛	+⅛	$1.00	—	4.6
26⅛	10⅛	Lockheed Crpn $1	25⅛	-⅛	$1.60	—	5.4
19⅛	11⅛	Lone Star Inds $1	19⅛xd	+⅛	$1.90	—	5.3
19⅛	15⅛	Louisiana Land 15c	17⅛xd	+⅛	$1.00	—	3.1
12⅛	860p	Lowe's 50c	11⅛	…	44c	—	2.0
17⅛	10⅛	Manuf Hanover $7½	17⅛	+⅛	$3.28	—	18.3
15⅛	11⅛	Merrill Lynch $1	15⅛	+⅛	$1.00	—	3.6
24⅛	19⅛	Molex Inc	22⅛	+⅛	32c	—	—
24⅛	16⅛	Morgan (JP) $2½	22⅛xd	+⅛	$1.50	—	5.7
40⅛	32⅛	NYNEX $1	39⅛	+⅛	$4.04	—	5.6
19⅛	15	PGH	17⅛	…	$1.08	—	3.3
266p	99p	Pacific Agr. ‡	255p	…	—	—	—
10⅛	757p	Pac Gas & Elect $5	893p	-2	$1.92	—	11.8
21	16⅛	Pacificorp $3¼	21	…	$2.64	—	6.9
17⅛	13⅛	Pacific Telesis 10c	17⅛	-⅛	$1.76	—	5.5
17⅛	13⅛	Pall Corp 25c	14⅛xd	-⅛	40c	—	1.3
44⅛	34⅛	Pennzoil $3 1/3c	44⅛	+1⅛	$2.20	—	2.7
19⅛	11⅛	Primerica Intl	19⅛	+⅛	32c	—	0.9
17⅛	12⅛	Primerica $1	15⅛	+⅛	$1.60	—	3.7
26⅛	21⅛	Quaker Oats $5	25⅛	-⅛	$1[illegible]	—	2.2
29⅛	23⅛	RJR Nabisco Inc	27⅛	-⅛	$1[illegible]	—	3.9
26⅛	21	Rep NY Corpn $5	25⅛	-⅛	$1[illegible]	—	2.0
12⅛	9⅛	Rockwell Intl. $1	11⅛xd	+⅛	[illegible]	—	3.2
24⅛	10⅛	Sara Lee $1 1/3	21⅛	+⅛	$1[illegible]	—	5.1
22⅛	18	Southwestern Bell $1	22⅛	+⅛	$2[illegible]	—	0.0
20⅛	11	Staley Continental‡	20⅛	…	[illegible]	—	2.2
33⅛	27⅛	Sun Co. Inc. $1	32⅛xd	+⅛	$3[illegible]	—	5.0
28⅛	22⅛	TRW Inc. 62½c	27⅛	+⅛	$1.[illegible]	—	3.1

Continued on next page

Pacific Growth Fund
NAV June 24 $17.64

Parbrior Bond Fund SA
NAV $13.65

Perpetual UT Mngrs (Jersey) Ltd

Singer & Friedlander Ldn. Agents

Tokyo Tst NAV June 2		$19.00	—	1.7
Sveaflor Cos Tst May 20	124.0	131.0	—	3.5

Skandifond
Skandinaviska Enskilda Banken

Equity Int. Inc	$10.44	10.97	—	—
Equity Int. Acc	$10.82	11.37	—	—
Bond Int. Inc	$7.00	7.31	—	—
Bond Int. Acc	$7.97	8.22	—	—
Far East	$1.55	1.64	—	—
Multicurrency	$0.0611	1.0717	—	—
Equity Gold	$1.01	1.06	—	—

Societe Generale Merchant Bank plc

USA Income Portfolio
NAV June 22 $9.42

US Federal Securities Fund SA
NAV June 22 $9.50

US Pacific Stock Fund
NAV June 24 $15.99

U.S. Treasury Securities Fund Ltd

Short Term Shares		$412.32	—	—
Fixed Income Shares		$739.45	—	—

Unico Invest Fd Mgt Co SA Lux
London & Continental Bankers Ltd

Unico Invest. Fund	DM73.47	75.70	—	3.00
Unico Equity Fund	DM51.27	52.81	—	3.00

Viking Fund-SICAV
NAV June 20 Ecu 107.20

Warburg Investment Management Jersey Ltd

Metals Trust June 16	£21.67	22.21	—	—
Energy Int.		$83.95	-0.37	—
Merc Eurobond June 22	$25.53	25.50	—	3.00
Mercury Far Eastern Trust Ltd				
Japan Fund June 21	£55.60	58.39	—	0.14
Pacific Fund June 21	£43.51	45.69	—	1.03

Warburg Inv Mngmt (Isle of Man) Ltd

Merc IoM Fund	108.4	114.8	-0.4	4.5
Merc Intl Bond	49.0	51.9	-0.3	9.3
Mercury 98-18 Trust				
Dollar Fd BOPUPs	$10.14	10.11	—	—
Dollar Fd OPUPs	$10.00	10.04	—	—
Sterling Fd BOPUPs	£10.15	10.16	—	—
Sterling Fd OPUPs	£10.32	10.37	—	—
DM Fd BOPUPs	DM10.01	10.02	—	—
DM Fd OPUPs	DM10.36	10.40	—	—
Yen Fd BOPUPs	$9.88	9.89	—	—
Yen Fd OPUPs	$9.98	10.02	—	—

Wardley Fund Managers (Jersey) Ltd

Wardley Japan Trust	$12.89	13.68	-0.13	—
Wardley Gilt Fund	£1.11	1.15	+0.01	—
Wardley Priv Cap Tst	$17.57	18.03	-0.11	—
Wardley Int Equity Tst	$10.89	11.54	-0.07	—
Wardley Bond Tst	$14.61	15.44	-0.01	—
Wardley Global Selection				
Australasia Equity	$8.17	8.68	-0.19	—
Canada Equity	$9.15	9.72	-0.05	—
Europe Equity	$7.22	7.67	-0.03	—
Hong Kong Equity	$9.25	9.81	+0.04	—
Japan Equity	$10.51	11.15	-0.20	—
Singapore & Malaysia	$8.78	9.32	+0.17	—
UK Equity	$9.46	10.04	-0.02	—
USA Equity	$7.81	8.29	-0.02	—
Deutsche Mark Bond	DM48.79	51.50	-0.09	—
Ecu Bond	Ecu10.35	10.96	-0.62	—
Japanese Yen Bond	Y981	1036	—	—
Sterling Bond	£5.19	5.48	+0.03	—
Swiss Franc Bond	SFr48.49	51.17	-0.02	—
US Dollar Bond	$9.43	9.96	—	—
Sterling Money Market	£5.12	5.30	—	—
US Dollar Money Mkt	$10.21	10.75	-0.01	—

Wardley Investment Services Ltd

Wardley Nikko As. Tst	$6.99	7.82	—	0.72
Nikko Asia Pac Trust	$10.50	10.50	—	1.62

Wellington Fd Mngrs (Guernsey) Ltd

Natnl Growth Fd	£11.24	11.80	-0.10	—

World Bond Fund-SICAV
World Bond Fund NAV $18.15 19.07 — 1.05
Inv Ad Warburg Asset Mngs London

World Capital Gwth Fd-SICAV
World CapGwthFdNAV $11.72 12.35 — 0.81
Inv Adv Warburg Asset Mngs London

World Fund S.A.
World Fund NAV June 20 $22.26

World Natural Resources
NAV June 22 10.54

World Wide Growth Managements
W'wide (Suspended)
Inv. Adv.: M. & G. Inv. Mngt., Ltd, London

Yamaichi Capital Mngt (Guernsey) Ltd

Japan Meta Growth		$13.38	-0.05	—
Yamaichi OSI Fund		$12.38	-0.01	—
Thai Inc Fd		$10.11	—	—

Yamaichi Dynamic Mngt Co SA

Advanced Tech		$27.41	-0.43	—
Dynamic Gwth Fd		$29.75	-0.52	—

Money Market Trust Funds

	Gross	Net	Gr Equiv CAR	Int Cr
Charities Aid Fndtn Money Mngmt Co Ltd Staple Hall, Stone Ct, Houndsditch, EC3 01-283 6461				
CAFCASH Call Fund	6.89	5.29	7.19	3-mth
CAFCASH 7-day Fund	6.93	5.32	7.24	3-mth
The Charities Deposit Fund 2 Fore Street, London EC2Y 5AQ 01-588 1815				
Deposit	7.65	—	7.87	3-Mth
Gartmore Money Management Ltd 61 Queen St, London, EC4R 1PH. 01-236 1425				
Call Fnd	7.06	5.42	7.32	6-Mth
7-day Fund	6.99	5.36	7.24	6-Mth
Dollar	6.31	4.85	6.58	3-Mth

Money Market Bank Accounts

	Gross	Net	Gr Equiv CAR	Int Cr
AAB-Allied Arab Bank Ltd 97-101 Cannon St, London, EC4N 5AD 01-629 6802				
HICA, HICMA	8.625	6.621	9.101	Mth
Adam & Co. plc 22 Charlotte Sq, Edinburgh EH2 4DF 031-225 8484				
Full Service Car Acc	9.75	7.50	7.83	Qtr
Aitken Hume 30 City Road, EC1Y 2AY 01-638 6070				
Treasury Acc	8.25	6.33	0.65	Qtr
Hi-Int Chq £1,000-£5000	8.00	6.14	8.42	Mth
Hi-Int Chq £5,000+	8.25	6.33	8.70	Mth
Bank of Ireland 36 Queen St, EC4R 1BN 01-329 4500				
2,000-9,999	8.143	6.25	8.33	Qtr
£10,000+	8.469	6.50	8.47	Qtr
Bank of Scotland 38 Threadneedle St, EC2P 2EO. 01 601 6746				
Money Mkt Cheque Acc	10.00	6.14	8.42	Mth
Barclays Prime Account PO Box 125, Northampton 0604 252891				
High Int. Cheque	7.00	5.50	7.48	Qtr
Benchmark Bank PLC Premier Account 9 Henrietta Place, W1M 9AG 01-631 3313				
£2,500-£10,000	8.00	6.14	8.31	6-mth
£10,001-£20,000	8.25	6.33	8.57	6-mth
£20,000+	8.50	6.52	0.84	6-mth
Brown Shipley & Co Ltd Founders Court, Lothbury, London EC2. 01-606 9833				
Demand Acc	7.00	5.37	7.31	Qtr.
Charterhouse Bank Limited 1 Paternoster Row, EC4M 7DH. 01-248 4000				
Sterling	7.50	5.76	7.88	Mth
U.S. Dollar	6.40	4.99	6.81	Mth
German Marks	2.50	1.92	2.50	Mth
Swiss Francs	1.00	0.77	1.03	Mth
Japanese Yen	3.00	2.30	3.10	Mth
Citibank Savings St Martins Hse, Hammersmith Grove W6 01-741 4941				
Money Market Plus				
£1,000-£24,999	5.50	5.00	6.82	Mth
£25,000	6.00	5.50	7.52	Mth
Clydesdale Bank PLC 30 St Vincent Place, Glasgow G1 2HL 041 248 7070				
High Int Chq Acc	7.625	5.875	8.01	Qtr
Co-operative Bank Top Tier 78-80 Cornhill EC3 01-626 6543				
£1,000-£2,499	6.53	5.00	5.08	Qtr
£2,500-£9,999	7.69	5.90	5.99	Qtr
£10,000+	0.53	6.55	6.87	Qtr
Dartington & Co Ltd 9 The Crescent, Plymouth PL1 3AB 0752 673873				
Money Mkt Acc	7.00	5.37	7.31	Qtr
Financial & General Securities Ltd 13 Lowndes Street, London, SW1X 9EX 01-235 0036				
81 BA £5,000-£15,000	7.17	5.50	7.49	Qtr
8 I.D.A. £15,000+	7.625	5.875	8.05	Qtr
Gartmore Money Management Ltd 61 Queen St, London EC4R 1PH 01-236 1425				
Money Mngt. Acct	6.875	5.28	7.16	3-Mth
Girobank plc High Interest Savings 10 Milk St, London EC2V 8JB 02 600 6020				
£1,000-£3,999	5.0	5.3	7.07	Yearly
£4,000-£9,999	6.5	5.5	7.31	Yearly
£10,000+	7.25	5.85	7.88	Yearly
Grofund Inv Mngrs/Allied Irish Bank High Interest Cheque Account Pinners Hall, 8-9 Austin Friars, London EC2N 2AE				
£1,500+	6.30	5.37	6.74	Qtr
Humberclyde Finance Group Chilley Pl, Winchester Rd, Basingstoke 0256 846833				
£250-£2,500	6.50	4.99	5.79	Qtr
£2,500+	8.50	6.52	8.86	Qtr
Legal & General (Money Mngt) Ltd 355 Euston Road, NW1 3AG 01-388 3211				
High Int Dep Acc	6.51	5.0	6.73	6-Mth
Lloyds Bank High Interest Cheque Account 71 Lombard St, London EC3P 3BS 02-407 1000				
£1,000+	5.7	4.3	4.13	Mth
£5,000+	6.2	4.9	6.48	Mth
£10,000+	6.7	5.2	7.36	Mth
£50,000+	7.2	5.7	7.80	Mth
M & G/Kleinwort Benson M & G Hse, Victoria Rd, Chelmsford 0245 266266				
N.I.C.A. (£2,500+)	7.375	5.66	7.74	Daily
Midland Bank plc PO Box 2, Sheffield. 0742 529655				
High Int Chq Acc	7.17	5.50	7.49	Qtr
£10,000+	7.49	5.75	7.43	Qtr
M.I.M. Britannia Ltd 11 Devonshire Square EC2M 4YR 01-626 3454				
Cater Allen	7.11	5.47	7.4768	Mth
NatWest Special Reserve Account 41 Lothbury, London, EC2P 2BP 01-726 1000				
£2,000 to £9,999	7.25	5.50	7.33	Qtr
£10,000 and above	7.50	5.75	7.67	Qtr
Phillips & Drew Trust Ltd 120 Moorgate, London EC2M 6XP 01-628 9771				
High Int Chq Acc	7.375	5.66	7.71	Qtr
Provincial Bank PLC 30 Ashley Rd, Altrincham, Cheshire 061-928 9011				
N.I.C.A. (£1,000+)	9.00	6.91	9.47	Mth
Royal Bank of Scotland plc 42 St Andrew Sq, Edinburgh EH2 2YE 031-557 0201				
Premium Account	7.25	5.54	7.58	Qtr
Save & Prosper/Robert Fleming 28 Western Rd, Romford RM1 3LB. 0708 766966				
H.I.B.A	7.30	5.60	7.68	Daily
Tyndall & Co Ltd 29-33 Princess Victoria St, Bristol 0272 732241				
Demand Acc	8.01	6.14	8.30	Qtr
Money Acc	7.57	5.81	7.91	Qtr
Client Plus Acc	7.75	5.94	0.10	Qtr
J. Henry Schroder Wagg & Co Ltd Enterprise House, Portsmouth 0705 827733				
Special Acc	6.75	5.18	7.07	Mthly
£10,000 and above	7.00	5.37	7.33	Mthly
Western Trust & Savings Limited The Moneycentre, Plymouth PL1 1SE 0752 224141				
High Int Chq Acc	9.43	7.24	9.92	Qtr
Wimbledon & South West Finance Co Ltd 114 Newgate St, London EC1 7AE 01-606 9485				
High Int Cheque Acc	8.30	6.37	8.70	Qtr.

NOTES—Gross rate is those exempt from composite rate of tax. Net actual rate after deduction of CRT. Gr Equiv CAR: Gross equivalent to basic rate taxpayers—compounded annual rate. Int Cr frequency interest credited.

UNIT TRUST NOTES

Prices are in pence unless otherwise indicated and those designated $ with no prefix refer to U.S. dollars. Yields % (shown in last column) allow for all buying expenses. Prices of certain older insurance linked plans subject to capital gains tax on sales. a Offered prices include all expenses. b Today's opening price. c Yield based on offer price. d Estimated. g Today's opening price. h Distribution free of UK taxes. j Periodic premium insurance plans. s Single premium insurance. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. z Previous day's price. ¶ Guernsey gross. ♦ Suspended. ♦ Yield before Jersey tax. † Ex-subdivision. ‡ Only available to charitable bodies. ♦ Yield column shows annualised rates of NAV increase, ad ex dividend.

LONDON SHARE SERVICE

AMERICANS—Contd

1988 High	Low	Stock	Price £	+ or −	Div Gross	C'vr	Y'ld Gr's
27¼	21¼	Tenneco $5	27¼	+⅞	$3.[illegible]	—	6.1
28⅛	19½	Texaco $6.25	27⅝	+½	♦$3.[illegible]	—	5.9
56⅛	43¼	Time Inc. $1	56⅛xd	+½	$1.[illegible]	—	1.0
20⅛	15⅞	Transamerica $1	19⅞	+⅛	$1.[illegible]	—	5.1
10½	754p	Transworld Corp $5	10⅛	.....	[illegible]	—	1.1
20⅛	14⅛	TRINOVA Corp	17¾xd	+⅛	[illegible]	—	1.7
19	15¼	USX $1	18⅞	+⅜	$1[illegible]	—	3.6
23	17⅝	Utd. Technologies	22½xd	.....	$1[illegible]	—	3.9
32⅛	26¼	US West	32⅛	+⅛	$3[illegible]	—	6.0
21¼	16⅞	Waste Management $1	20¾xd	−⅛	[illegible]	—	1.3
16⅝	12⅞	Whirlpool $1	16⅛	−⅛	$1.[illegible]	—	3.7
32⅞	18¼	Woolworth $3½	31	+⅞	$1.[illegible]	—	2.9

CANADIANS

High	Low	Stock	Price	+ or −	Div Gross	C'vr	Y'ld Gr's
309p	173p	ABM Gold Corp	190p	+1	—	—	—
32p	11p	Abbot Energy Corp	25p	.....	—	—	—
14¼	990p	Amer. Barrick Res.	12¼	+¼	—	—	—
10p	3½p	American Lightwave	6p	.....	—	—	—
47p	18¾p	Armeno	23p	.....	—	—	—
76p	45p	Augmitto Expln.	67p	+1	—	—	—
11¼	10¼	Bk Montreal	13¼	+⅛	$2.00	—	6.7
665p	514p	Bk. Nova Scot.	665p	+6	76c	—	5.0
17¼	15¼	BCE	17¼xd	+¼	$2.44	—	6.1
716p	591p	Bow Valley	659p	.....	♦40c	—	2.7
12⅞	10½	Brascan	13⅞	.....	88c	—	3.0
328p	189p	Breakwater Res.	268p	+3	10c	—	1.6
11⅛	801p	Can. Imp Bank	11⅛	+⅛	$1.16	—	4.5
10⅞	841p	Can. Pacific	18⅞	.....	60c	—	2.4
41½	40	Do. 4pc Deb £100	40½	.....	4%	—	9.9
500p	362p	Central Capital "A"	500p	+11	—	—	—
886p	288p	Cons. TVX Min.	458p	+10	—	—	—
262p	76p	Daibus Res.	262p	−9	—	—	—
595p	430p	Derlan Inds	595p	+12	11.75c	—	0.9
14⅛	984p	Echo Bay Mines	12½	−¼	14c	—	0.5
40p	26p	Energex Minerals	36p	−1	—	—	—
107p	83p	Euro-Asia Capital Ltd.	98p	−1	—	—	—
382p	222p	Galactic Resources	375p	+4	—	—	—
123p	99p	Geodome Res.	119p	−4	—	—	—
394p	206p	Granges Expln	250p	−9	—	—	—
16½p	8½p	Gt Pacific Res.	9½p	.....	—	—	—
899p	652p	Gulf Canada	875p	.....	52c	—	2.6
11¼	816p	Hawker Sid Can	11¼	.....	$1.08	—	4.2
588p	344p	Henlys Group	508p	+5	—	—	—
957p	785p	Hudson's Bay	906p	.....	60c	—	2.9
27⅛	22⅞	Imperial Oil	26⅞	.....	$1.80	—	3.0
19½	10¼	Inco	19½	+⅛	US$0.80	—	2.2
451p	312p	Intl. Corona Res.	442p	.....	—	—	—
718p	462p	Inland Nat. Gas $1	565p	+5	60c	—	4.7
583p	390p	Lacana Mining Corp	583p	+11	015c	—	1.1
250p	150p	Madeleine Mines	216p	−3	—	—	—
181p	126p	Muscocho Expln.	178p	+1	—	—	—
187p	75p	Ntal Business Syst.	124p	.....	—	—	—
237p	110p	Nevada Goldfields	193p	+4	—	—	—
12	787p	Rio Algom	11½	.....	$1.30	—	5.0
11¼	11⅛	Royal Bk. Can.	13¼	.....	$2.08	—	6.0
274p	177p	Royex Gold Mining	274p	+21	—	—	—
32¼	26⅜	Seagram	32¼	.....	US$1.20	—	2.0
361p	178p	Sonora Gold Corp	186p	−3	—	—	—
73p	18p	Spiral Eng.	57p	−4½	—	—	—
150p	35p	Tara Pure Tech. Corp.	140p	−1	—	—	—
13⅛	11¼	Toronto-Dom Bk.	15¼	−⅛	$1.12	—	3.2
64p	14p	Trans Atlantic Res	24p	+5	—	—	—
671p	566p	Trans Can Pipe	654p	.....	68c	—	4.6
201p	127p	Varity Corp	165p	−3	8	—	—

BANKS, HP & LEASING

1988 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
214	131	ANZ SA1	208	.....	tQ21c	3.1	4.6	7.1
241	200	Allied Irish	239	−1	Q65.3%	♦	5.7	♦
£12⅞	£10⅞	Algemene Fl.10	£12	.....	Q27%	♦	6.4	♦
73	58	Anglo Irish	65	.....	Q19.69%	1.2	6.3	20.3
84	64	Ansbacher (H.) 1p	80	.....	2.0	—	3.3	—
£40½	£24⅝	Banco de Bilbao S.A.	£37¼	+¼	Q67.2%	3.1	4.4	7.2
£35⅝	£27¼	Banco de Santander	£34⅞	−¼	Q22%	2.4	1.6	27.3
*218	184	Bank Ireland Ir£1	213	.....	Q5.67%	3.3	6.2	6.6
£18½	£15	Bank Leumi	£18½	+2½	—	—	—	—
350	350	Bank Leumi (U.K.)	350	.....	12.4	—	4.7	—
393	335	Bank Scotland £1	388	+9	h12.6	4.1	4.3	7.6
*65	45	Bank of Wales	64xr	.....	g2.8	2.6	5.8	9.2
*463	302	Barclays £1	417	−1	g19.56	3.5	6.3	6.0
38	26	Benchmark 20p	29	.....	1.63	1.6	7.5	11.4
435	355	Brown Shipley £1	360	.....	10.5	—	3.9	—
77	47	Business Mort Tst.	72	−5	—	—	—	—
394	340	Cater Allen £1	373xd	.....	22.5	—	8.0	—
248	175	Chancery Securities	245xd	.....	6.0	♦	3.3	♦
£15¼	£13¼	Commerzbk DM10	£14¼	−⅛	Q18%	—	4.1	—
£21⅛	£18	C'hgn. Hbk. Kr100	£20⅞	−¼	tQ15%	—	5.9	—
£148½	£114½	Deutsche Bk DM50	£139½	−½	Q24%	—	2.7	—
270	227	First Nat. Fin. 10p	261	−4	8.75	2.9	4.5	8.4
145	121	FNFC 6.3pc CnRedPref.	141	.....	6.5%	—	6.0	—
33	13½	First Pac. Hldg. 50c	33	.....	Q2.6c	5.6	4.5	4.1
£15¼	£12⅞	Fuji Bank Y50	£14	.....	Q15%	5.0	0.2	84.2
74	53	GPG	54	.....	♦2.65	2.7	6.5	7.0
340	283	Gerrard & National	284	.....	18.0	—	8.5	—
136	110	Goode Durrant 5p	125	−2	K12.5	—	2.7	—
285	238	Hambros 20p	258	−3	9.0	—	4.8	—
50	40	Hk & Shang. HK$2.50	46	+1	tQ38c	—	5.9	—
440	415	Joseph (Leo) £1	420	+5	g13.33	—	4.2	—
158	140	King & Shaxson 20p	140	.....	9.25	—	8.8	—
407	321	Kleinwort, Benson L.	389	−3	14.0	—	4.8	—
314	238	Lloyds £1	308	+4	13.2	4.6	5.7	4.9
57	45	Lon. Scot. Bank 10p	50xd	.....	t1.8	1.9	4.8	12.9
211	120	MCorp $5	172	+1	—	—	—	—
448	370	Midland £1	441	−2	20.1	3.0	6.1	5.9
355	236	Morgan Grenfell £1	313	−4	10.85	—	4.6	—
*274	146	Nat. Aust. Bk A$1	267xd	−5	tgQ24.7c	2.1	4.0	12.2
605	525	Nat. West. £1	577	.....	24.0	5.0	5.5	4.8
£225	£130	Ottoman Bank	£225	.....	Q80%	—	3.6	—
111	75	Rea Bros. Group	78	−2	1.75	—	3.0	—
193	148	Rothschild (J) Hldgs.	185xd	.....	8.0	q3.0	5.8	7.4
109	68	Do. Warrants	108	+2	—	—	—	—
40	24¼	Rothwells A$0.50	33	+½	Q12.5c	7.1	15.7	0.9
375	297	Royal Bk. Scotland	374	+1	t12.7	4.3	4.5	6.8
150	120	Scandinavian Bk Units	140	.....	8.0	—	7.6	—
£10	850	Schroders £1	900	.....	16.5	—	2.4	—
851	675	Do. £1 N/V	750	.....	16.5	—	—	—
£21¼	£13⅝	Sec. Pacific $10	£21¼	−⅛	Q$1.80	—	4.7	—
553	407	Standard Chartd. £1	481	−3	35.0	0.9	9.7	(14.9)
117½	96	TSB	105	+½	aW4.7	3.2	6.1	7.0
148	135	TSB Channel Islands	146	+1	t5.4	2.8	4.6	9.2
583	501	Union Discount £1	580	.....	h28.7	—	6.6	—
355	310	Warburg (S.G.)	333	−1	t10.0	—	4.0	—
133	117	Do 6pc A Cnv Prf.	121	.....	6%	—	6.6	—
£33⅛	£23	Wells Fargo $5	£32½	−⅞	Q$2.40	—	4.0	—
*310	150	Westpac $A1	290	−5	tgQ28½c	2.6	4.2	8.8
453	443	Wintrust 20p	448	.....	t6.2	4.2	1.8	17.3

Hire Purchase, Leasing, etc.

High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
212	155	Anglo Leasing 10p	207xd	−1	3.5	♦	2.3	♦
*174	150	GLF 50p	166xr	+1	a1.74	8.5	1.4	9.2
71	54	Cattle's (Hldgs) 10p	62	.....	2.5	2.1	5.4	11.6
£45⅛	£30⅞	Cie B'cre Fr.100	£44	+1½	Q10%	—	2.2	—
38	24	Equity & Gen 5p	34	.....	1.35	♦	5.4	♦
369	330	Prov. Financial	359	.....	16.0	2.2	5.9	10.0
85	41	Reflex Invs. Ir5p	85xd	.....	Q28.8%	♦	1.5	♦
188	140	Woodchester IR20p	180	+5	Q8.65%	5.7	0.8	31.9

BEERS, WINES & SPIRITS

High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
441	322	Allied-Lyons	[illegible]	−2	11.0	q2.4	4.0	12.4
867	758	Bass	[illegible]	+4	t19.55	3.9	3.2	10.5
50	42	Belhaven	[illegible]	.....	a1.0	3.4	2.8	11.9
175	127	Boddington	[illegible]	.....	3.97	2.8	3.1	11.5
207	145	Buckley's Brewery	[illegible]	.....	4.32	1.6	2.6	29.3
190	147	Bulmer (H.P.) 5p	[illegible]	.....	t5.77	2.5	4.1	13.2
155	120	Burtonwood Brewery	[illegible]	+3	h2.93	2.1	2.5	24.9
389	332	Clark (Matthew)	[illegible]	−5	t9.0	3.6	3.5	10.7
371	293	Devenish (J.A.) 5p	3[illegible]	+2	3.0	4.1	1.2	23.0
265	205	Do 4.5pc Cv 2ndPf	[illegible]	.....	4½%	25.3	2.4	—
397	325	Eldridge, Pope "A"	39[illegible]	−2	7.75	3.2	2.6	16.2
533	485	Fuller, S. & A.	[illegible]	+3	6.0	♦	1.5	♦
224	176	Greenall Whitley	[illegible]	+1	t6.0	3.1	3.6	12.0
128	109	Do 3.95pcCvPf£1	115	.....	5.95%	—	6.9	—
494	436	Greene King	469	.....	t6.46	3.1	1.8	23.8
340	271	Guinness	336	−3	9.2	3.2	3.7	11.1
112	95	Do 5¼pc Cnv Prf.	110	.....	5.75%	25.0	7.0	—
1129	£112	Do 8¼pcCvLn.	£128	.....	Q8¼%	69.0	6.4	—
127	76	Highland Dists. 20p	123	.....	t2.45	2.6	2.7	19.2
306	168	Invergordon Dists.	300	−2	5.75	2.8	2.6	18.4
319	125	Irish Distillers	312	.....	tQ97%	1.7	2.1	28.5
950	523	Macallan-Glenlivet	925	−25	4.42	3.9	0.6	54.0
114¼	£11¼	Macdonald Martin 'A'	£13¼	−⅛	20.0	2.3	2.0	29.0
129	110	Marston Thompson	129	+3	2.9	♦	3.0	♦
391	330	Merrydown Wine	350	.....	th5.3	3.7	2.0	18.3
521	464	Morland	521	.....	t7.9	3.9	2.0	9.9
347	206	Scott & New 20p	33[illegible]	−2	t7.95	2.4	3.2	17.4
*605	479	Vaux Group	[illegible]	+3	K16.2	2.5	3.6	11.8
317	271	Whitbread 'A'	[illegible]	+2	10.55	q2.5	4.8	10.9
415	351	Wolv. & Dudley	[illegible]	+1	t5.85	4.1	1.9	17.2
382	345	Young Brew 'A' 50p	[illegible]	.....	9.2	♦	2.5	♦
427	315	Do Non. V. 50p	42[illegible]	.....	9.2	♦	2.9	♦

BUILDING, TIMBER, ROADS

High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
[illegible]	315	AMEC 50p	384	.....	13.0	2.7	4.5	10.9
[illegible]	145	Abbey	27[illegible]	.....	tQ17.3%	4.5	2.0	16.6
4[illegible]	343	Anglia Sec 10p	[illegible]	.....	t2.0	11.7	0.6	19.4
[illegible]	36	Anglo Utd	[illegible]	−1	1.0	♦	3.2	♦
1[illegible]	90	Arncliffe 10p	[illegible]	.....	3.17	4.0	2.9	9.1
[illegible]	340	Ashtead Group 10p	[illegible]	.....	L3.0	3.2	0.9	48.3
[illegible]	247	Atwoods 5p	5[illegible]	−4	t6.0	2.5	2.6	17.8
[illegible]	98	Aukett Assocs 5p	[illegible]	.....	L2.5	2.9	3.4	13.5
[illegible]	248	BPB Inds. 50p	[illegible]	−6	th6.25	3.4	2.8	13.7
[illegible]	240	Baggeridge Brick	3[illegible]	−2	t3.25	5.8	1.4	16.7
[illegible]	53	Bailey (Ben) 10p	[illegible]	.....	r1.2	4.3	2.2	13.8
17[illegible]	78	Baldwin 10p	[illegible]	.....	g1.25	1.7	1.1	73.1
1[illegible]	73	Banner Homes 10p	[illegible]	+1	12.6	3.0	2.9	12.9
216	170	Barratt Dev. 10p	197	.....	t8.93	1.6	6.0	11.4
272	181	Bellway	267	.....	8.0	2.6	4.0	12.8
113	85	Bellwinch 10p	106	.....	L3.2	3.6	4.0	9.2
384	258	Berkeley Group	339	−1	3.5	♦	1.4	♦
115	85	Bett Bros 20p	115xd	+2	t3.5	1.2	4.1	26.6
400	320	Blockleys 20p	380	−5	6.5	2.8	2.3	20.7
465	408	Blue Circle £1	424	.....	15.0	2.4	4.7	10.1
295	167	Breedon	247	−3	6.35	1.2	3.5	32.5
275	275	BB & EA	275	.....	t1.75	4.9	0.8	32.2
170	110	British Dredging	149	−9	5.0	1.4	4.5	20.7
157	126½	Bryant Group	148	−1	K4.9	4.5	4.4	11.9
144	110	CRH	142	.....	Q24.6%	3.4	3.6	12.4
343	258	Caradon 5p	339	.....	8.0	♦	3.1	♦
159	130	Carron Phoenix 10p	138xd	.....	R3.5	2.7	3.5	14.4
139	102	Church (Charles) 5p	115	.....	L2.75	3.3	3.2	11.6
390	195	Conder Group	350	.....	5.5	4.3	2.1	11.9
153	112	Copson (F.) 5p	135	−2	d1.75	1.6	1.7	49.7
336	259	Costain Group	319	−3	9.65	2.3	4.1	12.8
317	203	Countryside Props.	316	.....	t1.91	14.0	0.8	11.8
231	185	Crest Nicholson 10p	231	+3	5.7	3.5	3.3	11.6
108	84	Do 5½pc Cv Cm. Rd Pf.	99	+2	5½%	—	7.4	—
110	73	Crosby (James) 10p	105	.....	W1.75	3.4	2.2	17.8
292½	229	Douglas (Robt. M)	272	.....	t3.0	5.2	1.5	15.9
35	26	Dunton Group 5p	31	.....	t0.5	3.7	2.3	16.8
201	120	EBC 50p	196	.....	7.0	2.5	4.8	11.1
36	23	Edmond Hldgs 10p	35½	+1	0.8	2.7	3.0	16.2
170	138	Epwin Group 10p	163	.....	4.8	2.3	3.9	11.3
105	78	Erith	96	+1	3.0	2.5	4.2	13.0
155	125	Eve Group	135	.....	5.0	3.1	4.9	8.9
430	210	Fairbriar 10p	403xd	−2	6.8	4.4	2.2	13.5
305	175	Fed. Housing 5p	304	−1	5.0	5.5	2.2	11.0
100	75	Finlan Group 10p	84	.....	K4.5	1.7	7.1	12.4
240	213	Freeman Group 10p	223	.....	s6.75	2.8	4.0	11.8
69	59	Galliford 5p	69	+1	tb2.68	1.6	5.2	16.0
263	210	Gibbs & Dandy 10p	260	−3	2.6	2.9	1.3	34.0
88	68	Do. "A" 10p	86	+1	2.6	2.9	4.0	11.2
500	385	Gleeson (M.J.) 10p	415	.....	t6.66	7.5	1.8	8.5
250	205	Harrison Inds 10p	237xd	+2	6.85	♦	3.9	♦
163	100	Hatfield Ests.	160	−2	R1.5	10.2	1.2	10.5
[illegible]	329	Henderson Group	[illegible]	.....	♦17.5	1.7	2.7	26.3
[illegible]	91	Hewden-Stuart 10p	[illegible]	.....	42.04	4.8	2.2	12.6
[illegible]	£295	Do. 10pc '03/08	[illegible]	.....	Q10%	—	2.6	—

BUILDING, TIMBER, ROADS—Contd

1988 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
[illegible]	86	Hewetson 10p	11[illegible]	.....	3.0	♦	3.5	♦
[illegible]	120	Hey & Croft 10p	3[illegible]	+3	L9.85	3.6	3.2	11.7
[illegible]	259	Heywood Williams	[illegible]	.....	9.5	3.2	4.2	10.0
11[illegible]	113	Do. Cnv Prf	[illegible]	.....	6.75	—	7.2	—
[illegible]	291	Higgs & Hill	[illegible]	.....	9.0	3.5	3.3	11.4
[illegible]	67	How Group 10p	[illegible]	.....	L2.2	♦	3.7	♦
[illegible]	52	Howard Hldgs. 10p	[illegible]	.....	th0.98	4.5	2.1	14.4
1[illegible]	141	Ibstock Johnsen	1[illegible]	+2	4.0	3.4	3.0	11.4
53[illegible]	20	Intnl Amco Cpn.	[illegible]	+1	—	—	—	—
1[illegible]	86½	Jarvis (J.) 5p	1[illegible]	+2	th2.0	3.0	1.5	29.8
[illegible]	71	Jennings A$.50	11[illegible]	−2	Q20%	2.1	3.9	12.3
[illegible]	98	Johnstone Pts. 10p	103	+2	d4.765	2.3	6.2	9.2
£129½	£100	Lafarge Cop. F100	£129½	+2½	Q25%	♦	1.9	♦
356	270	Laing (John)	342	−1	7.0	4.8	2.7	10.1
290	260	Latham (J.) £1	285	.....	9.5	♦	4.5	♦
179	111	Lawrence (W.)	171	−2	4.75	3.3	3.7	10.8
187	140	Do 8.5pc CnvRdPf £1	182	−5	8½%	—	6.2	—
49	38½	Lilley (F.J.C.)	47	.....	—	—	—	11.0
110	95	Lon. & Clydeside	105xd	.....	d5.7	1.4	7.2	12.0
260	218	Lovell (Y.J.)	250	.....	t5.0	3.7	2.7	13.4
509	397	McAlpine (Alfred)	408	−5	16.0	3.1	5.2	8.2
497	426	McCarthy & Stone 20p	444	+4	t4.1	8.0	1.2	13.5
268	190	McLaughlin & H.	267	−1	8.0	2.6	4.0	12.7
262	196	Magnet	234xd	−6	6.9	q2.7	3.9	12.4
202	147	Manders (Hldg)	200	.....	t5.5	2.0	3.7	17.3
162	128	Marley	148	−1	5.0	2.5	4.5	10.6
263	236	Marshalls Halifax	237	.....	7.25	♦	4.2	♦
107	79	Maunders (John) 20p	121	.....	th1.9	4.9	2.5	10.9
398	341	Meyer Int.	398	−3	9.5	q4.6	3.3	8.6
228	56	Miller (Stan) 10p	225	+25	1.25	0.7	0.7	—
438	347	Mowlem (J)	375	.....	17.25	2.2	6.1	9.9
16	8¼	NSM	4¼	.....	—	—	—	—
£15	£10⅝	Newarthill £1	£15	.....	s14.0	3.2	1.1	33.9
186	172	Newman-Tonks	181	.....	7.7	1.8	5.7	13.4
*180	109	Persimmon 10p	175	.....	M3.0	5.8	2.3	13.9
109	87	Phoenix Timber	109xd	+1	2.5	♦	3.1	♦
745	715	Pochins	725	.....	16.0	4.9	2.9	9.2
162	115	Polypipe 10p	147	.....	th1.55	3.5	1.4	27.3
498	423	RMC	481	−4	11.0	3.2	3.0	11.6
108	82	Raine Inds. 10p	95	.....	t1.4	3.5	2.0	19.7
180	130	Ramus	138	+1	6.5	2.4	6.3	8.1
*450	387	Redland	424	−4	13.85	q2.3	3.1	9.6
£98¼	£91¼	Redland Cap 7¼pc. Cv '02	£92¼	−½	Q7¼%	—	7.8	—
128	116	Roskel 10p	116	.....	u2.7	3.1	3.1	12.1
119	88	Rowlinson 10p	119xd	+1	0.9	♦	1.0	♦
236	125	Ruberoid	216	−1	4.2	3.0	2.6	11.3
144	111	Rugby Group	119	−4	h4.25	2.6	4.1	12.5
*274	180	Rush & Tompkins	250	.....	t10.55	2.3	5.6	10.3
255	223	Sandell Perkins	253	.....	t4.3	3.6	2.3	16.5
240	173	Sharpe & Fisher	230	.....	4.0	3.7	2.3	15.3
161	106	Sherco Group Hldgs.	144	−1	L3.65	2.1	3.5	14.8
223	176	Sindall (Wm) 5p	[illegible]	.....	3.1	3.8	1.9	17.7
[illegible]	111	Smart (J.) 10p	[illegible]	+1	td5.25	1.4	4.7	20.5
[illegible]	285	Steetley	[illegible]	.....	9.25	3.0	3.5	12.1
[illegible]	212	Tarmac 50p	24[illegible]	−3	7.25	3.1	3.9	10.9
[illegible]	266	Tay Homes	[illegible]	+10	t6.2	5.0	2.3	11.7
[illegible]	351	Taylor Woodrow	441	−5	10.3	2.7	3.2	14.4
37[illegible]	233	Tilbury Group	37[illegible]	.....	9.2	♦	3.3	♦
[illegible]	309	Travis & Arnold	[illegible]	.....	6.5	3.9	2.4	13.9
[illegible]	93	Trent Holdings 10p	[illegible]	.....	t1.15	5.3	0.9	26.8
[illegible]	105	Tudor 20p	[illegible]	.....	5.0	2.5	4.1	10.3
[illegible]	189	Turriff Corp.	[illegible]	+1	h8.33	3.0	3.5	10.7
[illegible]	43	Tysons (Contr.) 10p	[illegible]	−2	—	—	—	—
[illegible]	555	Vibroplant	7[illegible]	.....	12.5	♦	2.3	♦
[illegible]	135	Ward Group 5p	17[illegible]	.....	4.3	2.9	3.2	14.3
[illegible]	159	Ward Hldgs. 10p	17[illegible]	.....	2.4	6.6	1.8	11.0
[illegible]	90	Warringtons	[illegible]	.....	—	—	—	—
[illegible]	261	Watts Blake	[illegible]	.....	6.15	3.4	2.8	11.9
[illegible]	202	Westbury 10p	2[illegible]	.....	g5.5	4.7	3.1	9.2
2[illegible]	111	Wiggins Group	[illegible]	−1	td4.36	2.4	2.3	(20.4)
[illegible]	143	Wilson Bowden 10p	[illegible]	.....	4.2	4.2	2.3	13.5
[illegible]	156	Wilson (Connolly)	1[illegible]	+3	b2.0	6.8	1.4	14.1
27[illegible]	221	Wimpey (Geo)	[illegible]	−3	6.75	3.3	3.6	10.6

CHEMICALS, PLASTICS

High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
£35⅝	£25	Akzo Fl 20	£35¼	−⅛	tQ33%	3.5	5.3	5.4
352	288	Allida Holdings	340	−2	9.25	2.8	3.6	11.2
144	106	Allied Colloids 10p	135	−3	2.3	♦	2.3	♦
65	51	Amer Plastic Tech $0.001	53	−2	LQ2.5c	♦	2.9	♦
506	441	Amersham Intl.	456xd	−1	10.0	♦	2.9	♦
*42	27	Asra Holdings 5p	33	.....	K0.87	3.2	3.5	13.5
£85¼	£73¼	BASF AG DM50	£80⅝	−3½	tQ20%	♦	3.9	♦
159	130	BTP 10p	159	+1	6.2	♦	5.3	♦
£93¼	£79⅝	Bayer AG DM 50	£90¼xd	−⅛	tQ20%	2.3	3.5	12.4
183	148	Blagden Inds.	178	+3	7.7	1.6	5.8	(13.1)
158	118	Brent Chems 10p	157	.....	5.2	1.9	4.4	14.3
70	51	Cambridge Isotope 1c	56	.....	LQ0.9c	6.2	1.0	18.2
227	169	Canning (W.)	225	−1	5.3	3.5	3.1	11.1
189	172	Chemoxy Intl. 10p	173	+1	L4.9	2.7	3.8	12.2
347	285	Coalite Group	332xd	+4	9.8	♦	3.9	♦
358	296	Coates Bros.	319	.....	7.7	5.7	3.2	10.0
27	21	Cory (Horace) 5p	27	.....	0.75	1.2	3.7	29.0
211	173	Croda Int. 10p	206	.....	9.0	1.8	5.8	12.4
54	50	Delmar Group	53	.....	2.15	2.4	5.4	10.1
118	83	Doeflex 10p	83	.....	3.45	2.6	5.5	9.4
194	147	Ellis & Everard	194	.....	th4.67	2.7	3.2	13.1
£11⅞	975	Engelhard U.S.$1.00	£11⅞	.....	52c	—	2.4	—
190	150	Evode Group	189	−1	4.49	2.8	3.1	11.4
274	206	Foseco Minsep	260	.....	10.6	1.7	5.4	(12.5)
88	70	Gaynor Group 10p	83	.....	t2.67	2.7	4.3	11.1
85	68	Granyte Surface 10p	76	−2	3.0	2.4	5.3	10.7
255	226	Halstead (J.) 10p	234	.....	t6.5	3.4	3.7	10.6
£28⅞	£24½	Hercules Inc	£27½	+⅛	Q$1.60	—	0.3	—
249	136	Hickson Intl.	240	.....	5.63	2.8	3.1	15.4
£89½	£78⅞	Hoechst AG DM50	£85¼	−¼	Q20%	1.9	3.7	—
£368	£280	Do.Fin.10pcUn.Ln.	£368	.....	Q10%	—	2.7	—
£11⅞	947	Imp. Chem. £1	£10⅞	.....	41.0	2.4	5.0	9.8
439	350	Laporte Inds. 50p	436	−2	12.0	2.3	3.7	13.5
*257	157	Leigh Interests 5p	240	−5	5.65	♦	3.1	♦
*197	137	Do. 6pc Cv Red. Prf.	196xr	+11	6%	—	4.1	—
149	118	MTM 5p	143	−2	3.0	3.2	2.8	13.9
697	612	Montedison ADR L1000	612	.....	4%	♦	0.3	♦
63	31	Morceau Hldgs.	43	.....	41.0	—	2.1	—
£18½	111¼	Novo Inds. 'B' Kr. 20	£18½	+⅛	tQ20%	4.7	1.8	12.0
£21⅞	£14¼	Perstorp AB 'B' Sk10	£21½	.....	Q24%	4.9	1.0	20.0
166	130	Plysu	163	.....	2.3	♦	1.9	♦
96	88	Porvair 2p	91	.....	L2.34	3.8	3.4	(7.4)
74	43	Ransom (Wm.) 10p	57	.....	t1.15	2.3	2.7	21.7
207	173	Rentokil 10p	200	−1	3.28	3.4	2.2	16.8
£169	£111	Schering AG DM50	£142¼	+¼	Q24%	2.7	2.3	13.8
172	121	Sutcliffe Speakman	139	.....	—	—	—	22.4
75	58	Thurgar Bardex 10p	69	−1	2.25	2.4	4.3	12.6
63	58	Transtec Hldgs. 10p	61	.....	b2.0	2.0	4.4	11.6
123	110	Viking Pack. 10p	115	−1	t3.5	2.0	4.1	16.2
618	500	Wardle Storeys 10p	603	.....	t9.0	3.6	2.0	10.7
56	36	Wentworth 10p	43	.....	1.75	1.7	5.4	14.6
330	270	Wolstenholme Rink	338	.....	10.25	3.1	4.1	10.5
266	213	Yorkshire Chems.	252	+1	7.0	3.2	3.7	10.9
133	106	Yule Catto 10p	130	.....	3.0	2.7	3.1	15.0

DRAPERY AND STORES

High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
[illegible]	55	Acsis Group 10p	[illegible]	−2	—	—	—	♦
[illegible]	337	Alexon 10p	[illegible]	.....	8.0	♦	2.8	♦
[illegible]	31	Amber Day 2½p	[illegible]	.....	—	—	—	42.5
[illegible]	240	Aquascutum 5p	[illegible]	+10	3.0	1.8	1.5	48.3
[illegible]	67	Do. 'A' 5p	[illegible]	.....	3.0	1.8	5.1	14.5
[illegible]	111	Ashley (Laura) 5p	[illegible]	−2	2.35	2.5	2.5	17.7
[illegible]	253	Asprey	[illegible]	+2	th4.0	4.1	2.0	14.0
[illegible]	330	Austin Reed	37[illegible]	.....	8.5	2.1	3.0	20.2
28[illegible]	195	Do 'A' N/V	27[illegible]	.....	8.5	♦	4.1	♦
[illegible]	116	Automagic 10p	11[illegible]	+1	6.5	1.1	7.4	16.8
[illegible]	61	Babygro Hldgs 10p	7[illegible]	+2	L2.4	1.2	4.5	(17.8)
[illegible]	118	Beattie (J) 'A'	14[illegible]	+2	4.0	2.6	3.8	13.9
[illegible]	73	Bedford (Wm) 5p	[illegible]	+5	4.65	2.3	6.9	8.3
202	149	Bentalls 10p	18[illegible]	.....	3.15	2.3	2.3	26.0
180	73	Bik Bok Gruppen AS	181	.....	—	—	—	—
24½	16	Blacks Leisure Gp 2½p	18½	−¼	40.1	♦	0.7	♦
78	39	Blanchards 10p	40	.....	‡4.5	1.4	‡	8.3
640	230	Body Shop Int 5p	628xd	.....	th1.5	6.2	0.3	67.2
63	34	Bolton Text. 5p	49	−2	—	—	—	33.2
54	33	Brown & Jackson	36	−½	0.1	11.6	0.4	27.2
350	260	Brown (N) 10p	275xd	.....	5.0	3.1	2.4	17.4
264	220	Burton Group 50p	235	.....	t7.2	2.8	4.1	11.5
335	215	Cantors 20p	335	.....	th1.5	6.5	0.6	34.6
116	83	Do. 'A' 20p	113	−3	th1.5	6.5	1.8	11.7
93	68	Casket 10p	74	+1	t2.6	2.9	4.7	8.8
170	120	Chelsea Man 5p	148	.....	2.9	3.3	2.6	13.5
455	415	Church	448	.....	11.5	2.6	3.5	11.9
176	150	Clinton Cards 10p	171	+1	u2.6	2.6	2.0	11.8
287	221	Coats Viyella 20p	247	−1	8.7	2.4	4.7	10.1
455	227	Coles Myer A$0.50	443	−11	Q21c	1.9	3.4	11.3
400	145	Colorvision 5p	400xd	+30	m2.6	4.8	0.9	37.5
185	158	Courts 'A'	179	.....	t4.9	2.1	3.6	17.1
545	400	DAKS Simpson 'A'	535	.....	t8.6	6.1	2.1	10.2
38	33	De Brett (A.) 10p	35	.....	♦	—	—	40.0
54	41	Dewhirst (I.J.) 10p	48	.....	0.93	4.7	2.6	10.6
217	165	Dixons Group 10p	182	−1	t4.0	5.0	2.9	0.7
86	71	Do. 1991/04 Cnv Cm Red	72xd	.....	5.0	—	9.3	—
214	154	Dunhill Hldgs 10p	114	.....	2.7	♦	1.7	♦
97	38	ERA Group 5p	85	+1	2.5	♦	3.9	♦
116	55	Ellis & Gold 15p	113	−1	♦2.6	2.1	3.1	20.8
262	204	Empire Stores	252	−1	5.225	1.7	2.8	28.6
296	251	Etam 10p	272	−1	6.0	2.8	2.9	14.4
331	228	Euro Home Prods 5p	331	+1	5.0	♦	2.0	♦
155	100	Executex 20p	150xd	.....	h2.5	3.9	2.2	15.3
138	93	Fields (Mrs) $0.05	94	.....	Q7c	1.7	4.1	14.5
253	208	Fine Art Devs. 5p	252	−1	6.8	2.5	3.6	11.0
320	270	Formminster 10p	315	.....	t7.19	4.4	3.0	10.0
170	110	French Connection 5p	123	−2	d5.25	3.0	5.7	7.4
149	118	Gabicci 5p	141	.....	t3.3	2.9	3.1	14.7
125	80	Gee (Cecil) 10p	123	.....	41.25	2.6	1.4	31.6
68	50	Gent (S.R.) 10p	67	.....	t1.0	2.7	2.0	(20.1)
178	101	Glamar Group 10p	110	.....	6.7	♦	8.6	♦
213	168	Goldberg (A.)	213	.....	5.5	2.1	3.4	18.2
39	26	Goodman Group 5p	29xd	.....	a0.33	1.9	—	(50.3)
£17½	£10⅝	Great Universal	£16⅞	.....	t24.5	3.8	2.0	17.0
£11⅞	998	GUS A	£10⅝	−⅛	t24.5	3.8	3.2	10.6
96	73	Hampden Homecare 10p	86	.....	1.8	4.5	2.8	10.6
177	123	Harris Q'way. 20p	160	−1	♦5.75	0.7	4.8	38.7
46	33	Helene 10p	36	.....	1.63	1.6	6.0	11.3
272	188	Hogg Robinson 10p	211	−2	L4.0	2.7	2.5	19.6
65	57	Hollas Group 5p	61	.....	t2.5	1.9	5.5	11.7
156	115	Honeysuckle Grp 2p	155	.....	L4.1	2.6	3.6	14.7
212	175	House of Lerose	197	.....	9.7	1.1	6.6	19.1
98	62	Ip Shops 5p	97xd	−1	L1.3	♦	1.8	♦
378	312	Jacques Vert 10p	378	.....	8.5	3.3	3.1	11.1
141	53	Knobs & Knockers 10p	133	−2	L1.17	4.6	1.2	24.8
76	43	Lanca 2½p	65	.....	1.1	4.9	2.3	11.9
60	50	Leslie Wise 20p	58	.....	2.0	2.7	4.6	10.7
£11⅞	£10¼	Liberty	£11⅞	.....	10.6	4.5	1.2	23.9
648	590	Do. Non Vtg.	633	.....	10.6	4.5	2.2	13.1
£13⅞	929	Limited Inc $0.50	£13⅞	+⅛	Q24c	—	0.9	—
150	112	Lloyds Chemists 5p	124	+3	13.28	5.0	1.4	19.4
163	145	Mallett 5p	148	.....	4.0	2.9	3.6	12.9
390	165	Marks & Spencer	177	.....	3.1	2.4	3.8	14.3
118	96	Martin (A.) 20p	112	.....	4.2	2.4	5.0	9.3
388	344	Menzies (J.)	351	.....	5.8	5.0	2.2	12.0
488	325	Miller & Santhouse 5p	455	.....	tg2.35	2.6	0.7	53.7
£11¼	825	Moss Bros 20p	958	.....	10.0	3.5	1.4	27.1
298	245	Next 10p	262	−2	7.2	3.1	3.7	13.8
450	340	Oliver (G.) "A"	450	+5	12.5	4.2	3.7	7.4
850	600	Owen & Robinson 5p	648	−20	tg0.75	7.4	0.2	—
74	41	PML 5p	58	+3	1.25	2.6	3.3	13.3
135	109	Pentos 10p	134	.....	1.3	6.1	1.3	15.2
290	258	Pepe Group 10p	298	+5	3.75	4.8	1.7	15.1
250	105	Preedy (Alfred)	250	.....	♦4.15	1.3	2.2	46.4
135	75	Prestagroup Hlgs 10p	135	.....	♦1.0	1.6	1.0	(67.0)
42	34	Ramar Texts. 5p	35	−1	1.75	—	6.7	—
274	219	Ratners 10p	260	−1	5.0	3.8	2.6	10.9
171	103	Do. Cnv Cum Pf £1	161	−2	5.83%	—	4.8	—
96	65	S&U Stores 12½p	91	+3	4.0	2.9	5.9	7.8
50	41	Do. 31½pcPf. 12½p	58	.....	5.94	—	10.5	—
140	115	Sears	117½	−2	4.6	q2.3	5.2	10.8
95	86	Shani Group 10p	87	.....	R3.4	2.7	5.2	9.0
445	328	Sherwood group 10p	435	.....	4.5	♦	1.4	♦
305	240	Smallbone 10p	302xd	.....	5.19	♦	2.3	♦
121	101	Do. 7.25p Cv Rd. Pq. Pf	119	−1	7.25	—	8.1	—
337	275	Smith (W.H.) A 50p	284	−1	17.8	2.9	3.6	12.5
277	200	Sock Shop Intl 5p	270	+3	L1.35	4.4	0.7	44.7
317	166	Stanley (A.G.) 5p	316	.....	♦5.63	2.4	2.4	52.7
137	92	Stead. & Sim 'A'	133	.....	t5.6	♦	5.8	♦
76	55	Stirling Group 20p	67	+1	th1.15	5.3	2.3	10.9
290	216	Storehouse 10p	262	−4	8.8	♦	4.6	♦
14	9½	Stormgard 10p	12	.....	—	—	—	—
*71½	41	Summer Intl. 20p	68	.....	—	—	—	—
182	130	T & S Stores 5p	175	.....	2.1	4.4	1.6	18.5
[illegible]	200	Tibbet & Britten 5p	[illegible]	.....	4.5	2.6	2.3	22.4
13[illegible]	114	Tie Rack 5p	114[illegible]	.....	1.21	♦	1.4	♦
[illegible]	153	Time Prods. 10p	[illegible]	.....	4.6	3.3	2.9	12.7
[illegible]	69	Top Value Inds 10p	7[illegible]	−2	3.0	3.3	5.3	7.3

DRAPERY AND STORES—Contd

ELECTRICALS

ENGINEERING

ENGINEERING—Contd

FOOD, GROCERIES, ETC

HOTELS AND CATERERS

INDUSTRIALS (Miscel.)

INDUSTRIALS (Miscel.)—Contd

INSURANCES

LEISURE

هكذا من الأصل

LONDON SHARE SERVICE

LEISURE—Contd

1988 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

MOTORS, AIRCRAFT TRADES

Commercial Vehicles

Components

Garages and Distributors

NEWSPAPERS, PUBLISHERS

PAPER, PRINTING, ADVERTISING

PAPER, PRINTING, ADVERTISING — Contd

PROPERTY

TOBACCOS

TRUSTS, FINANCE, LAND

Investment Trusts

TRUSTS, FINANCE, LAND—Contd

Finance, Land, etc

OIL AND GAS

SHIPPING

SHOES AND LEATHER

SOUTH AFRICANS

TEXTILES

TEXTILES—Contd

OIL AND GAS—Contd

OVERSEAS TRADERS

Miscellaneous

PLANTATIONS

Rubbers, Palm Oil

Teas

MINES

Central Rand

Eastern Rand

Far West Rand

Diamond and Platinum

Central African

Finance

Australians

O.F.S.

MINES—Contd

Tins

THIRD MARKET

NOTES

Stock Exchange dealing classifications are indicated to the right of security names: α Alpha, β Beta, γ Gamma.
Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures. P/Es are calculated on "net" distribution basis; earnings per share being computed on profit after taxation and unrelieved ACT where applicable; bracketed figures indicate 10 per cent or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution; this compares gross dividend costs to profit after taxation, excluding exceptional profits/losses but including estimated extent of irrefutable ACT. Yields are based on middle prices, are gross, adjusted to ACT of 25 per cent and allow for value of declared distribution and rights.

● "Tap Stock"
♦ Highs and lows marked thus have been adjusted to allow for rights issues for cash
† Interim since increased or resumed
‡ Interim since reduced, passed or deferred
‡‡ Tax-free to non-residents on application
♦ Figures or report awaited
♥ Not officially UK listed; dealings permitted under rule 535(2)
♠ USM; not listed on Stock Exchange and company not subjected to same degree of regulation as listed securities.
Dealt in under Rule 535(3).
Price at time of suspension
‖ Indicated dividend after pending scrip and/or rights issue; cover relates to previous dividend or forecast.
‖‖ Not comparable
♣ Merger bid or reorganisation in progress
♠ Not comparable
‡ Same interim; reduced final and/or reduced earnings indicated
§ Forecast dividend; cover on earnings updated by latest interim statement.
‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
‡ Cover does not allow for shares which may also rank for dividend at a future date. No P/E usually provided.
‡‡ No meaningful figure.
N.Fr. Belgian Francs. Fr. French Francs ‡‡ Yield based on assumption Treasury Bill Rate stays unchanged until maturity of stock. n Annualised dividend. b Forecast or estimated for other estimate. c Cents. d Dividend rate paid or payable on part of capital, cover based on dividend on full capital. e Redemption yield. f Forecast dividend; cover and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. q Rights issue pending. s Earnings based on preliminary figures. t Dividend and yield exclude a special payment. ‡ Indicated dividend: cover relates to previous dividend. P/E ratio based on latest annual earnings. u Forecast, or estimated annualised dividend rate, cover based on previous year's earnings. v Subject to local tax. w Dividend cover in excess of 100 times. y Dividend and yield based on merger terms. z Dividend and yield include a special payment: Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. E Minimum tender price. F Dividend and yield based on prospectus or other official estimates for 1986-87. G Assumed dividend and yield after pending scrip and/or rights issue. M Dividend and yield based on prospectus or other official estimates for 1986. K Dividend and yield based on prospectus or other official estimates for 1987-88. L Estimated annualised dividend, cover and P/E based on latest annual earnings. N Dividend and yield based on prospectus or other official estimates for 1988. P Dividend and yield based on prospectus or other official estimates for 1987. Q Figures based on prospectus or other official estimates for 1987. R Gross. S Forecast annualised dividend, cover and p/e based on prospectus or other official estimates. T Figures assumed. W Pro forma figures. Z Dividend total to date.
Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xd ex capital distribution.

REGIONAL & IRISH STOCKS

The following is a selection of Regional and Irish stocks, the latter being quoted in Irish currency.

Albany Inv 20p	79		Arnotts	410	+10
Craig & Rose £1	700xd		CPI Hldgs	110	−5
Finlay Pkg, 5p	80		Carroll Inds	150x	
Holt (Jos) 25p	11½		Hall (R. & W.)	168	+5
IRISH			Irish Ropes	145	
Nat. 9¾% 84/89	£100⅝		Unidare	420	
9pc Cap Ln. 1996	£98¾				
Fin. 13⅞% 97/02	£119				

TRADITIONAL OPTIONS

3-month call rates

Industrials	p		
Allied-Lyons	35	NEI	18
Amstrad	16	Nat West Bk	32
BAT	36	P & O Dfd	52
BOC Grp	36	Plessey	16
BSR	8	Polly Peck	38
BTR	22	Racal Elec	32
C&W	35	RHM	30
Cons Gold Fds	32	Rank Org Ord	44
Courtaulds	14	Reed Intnl	34
Dixons	12	STC	24
Dowty	14	Sears	11
Eng China Clays	18	Ti	28
Fisons	22	TSB	9
GEC	13	Tesco	14
GKN	28	Thorn EMI	46
Hanson	12	Trust Houses	21
Hawker Sidd	48	T&N	17
ICI	72	Unilever	42
Jaguar	26	Vickers	14
Ladbroke	38	Welbeck	45
Legal & Gen	28	**Property**	
Lex Service	33	Brit Land	38
Lloyds Bank	26	Land Securities	52
Lucas Inds	50	MEPC	52
Marks & Spencer	17	Peachey	50
Midland Bk	37	**Oils**	
Morgan Grenfell	38	Brit Gas	13
		Brit Petroleum	24
		Burmah Oil	50
		Charterhall	3
		LASMO	46
		Premier	7½
		Shell	95
		Ultramar	26
		Mines	
		Cons Gold	95
		Lonrho	20
		RTZ	35

A selection of Options traded is given on the London Stock Exchange Report Page

This service is available to every Company dealt in on Stock Exchanges throughout the United Kingdom for a fee of £940 per annum for each security.

FINANCIAL TIMES

Weekend June 25/June 26 1988

EC agrees to scrap steel controls

BY WILLIAM DAWKINS IN LUXEMBOURG

EUROPEAN COMMUNITY governments yesterday agreed to scrap all controls on steel production, provoking immediate warnings from steelmakers that this will bring a collapse in prices and impede their efforts to shed overcapacity.

The breakthrough means an end to the system of mandatory quotas, which restrict just over half of the community's 140m tonne steelmaking capacity. It will take effect on July 1.

The agreement will bring a free market in steel for the first time in just over 10 years for hot and cold rolled coil, a strategic material for the automotive and mechanical engineering industries; heavy plate, used in shipbuilding; and heavy sections, supplied to construction and building companies.

It came as the European Commission promised a renewed clampdown on any attempt to pump illicit state aid into uncompetitive steelmakers hit by liberalisation.

Brussels also refused to countenance any informal production sharing in the wake of the demise of official quotas, despite demands from the industry for voluntary controls.

The decision brings an end to 18 months of often heated argument between producers, governments and the commission.

"We fear this could have severe consequences for prices and may slow down the current restructuring process which can only continue inside a regulated market," said a spokesman for Eurofer, the integrated producers club.

"*This is a big risk to take just* because the market is artificially buoyant."

The move was ratified at a meeting of the EC's 12 industry ministers, against pressure from West Germany, Italy and France to continue output controls for heavy sections – the least buoyant product – and demands from *Greece to keep the entire system* intact.

However, the commission, supported by Britain and the Netherlands, was determined to end the official cartel on the grounds that the community's steel industry was healthy enough in the current upturn to do without support.

A unanimous decision would have *been needed to keep quotas*, originally installed to help producers reorganise during the last recession, and supposed to be applied only during market crises.

Mr Kenneth Clarke, UK Trade and *Industry Minister, said* yesterday: "This is not only to the advantage of British Steel and its privatisation, but to the advantage of European industry as a whole . . . The most efficient producers have nothing to fear."

Steel users also welcomed the move.

"This is a good time when markets are buoyant to get the producers, with the governments behind them, to face up to the problems of excess capacity," said Mr John Safford, director of the British Independent Steel Consumers' Council.

The commission said it was also drafting plans to continue the present tough EC restrictions on steel subsidies for three years. These plans will be put to member states in September.

Steel subsidies are now only allowed under EC competition rules for environmental or research projects and redundancy payments.

In a small gesture to producers' *fears, the commission* promised to improve its existing system of market monitoring to give steelmakers earlier warning of a downturn.

Eurofer said its members would co-operate fully.

EC lists conditions for rescue of Italian steel, Page 3

Retailers to work jointly on plan for operation of eftpos

By Maggie Urry and Alan Cane

FOUR leading UK retailers – Burton, House of Fraser, Marks and Spencer and Next – have announced plans to work together on setting a common technical standard for the operation of electronic payments systems in shops.

Their plans, which will also cover the electronic link with banking systems, have stoked up a running battle between retailers and banks over how electronic funds transfer at point of sale, known as eftpos, will be introduced and controlled.

Alliances have already been formed on the banking side to work on eftpos, under which a customer pays for goods in a shop by an instantaneous electronic transfer of money from his bank or building society account to the shop's account.

Eftpos UK was jointly set up by the members of the London and Scottish clearing banks in December 1986 to develop the UK's *cashless shopping system*. It plans to launch a prototype system next year.

Although the retailers' announcement was low key it seemed to indicate that a firmer line was being taken by the retailers. Bankers yesterday said they believed the stores' statement was "sabre-rattling."

Mr Brian Allison, Eftpos UK managing director, said he did not believe that the retailer's initiative would affect the development of Eftpos UK.

The intention is that eftpos will improve service in shops, for instance by enabling purchases above the £50 cheque guarantee limit. However, many retailers believe the banks have more to gain since electronic transactions will be cheaper for them to handle than paper ones.

Mr Michael Bliss, chief executive of Fraser Financial Services, part of *House of Fraser, said* many retailers already had electronic networks and wanted to use them for eftpos, as "we must control the point of sale." Eftpos UK's system would require the installation of an "alien device" at shop tills which Mr Bliss said he could not accept.

Although widespread introduction of eftpos is still some years away – *Burton estimates it will* introduce it in three to five years – there is already concern among retailers who fear they will bear most *of* the costs of installing and running eftpos while banks will benefit.

Mr Robert Woodman, chairman *of* the Retail Consortium's policy committee on eftpos, said "retailers expect to pay less for electronic transactions than they do for paper ones."

THE LEX COLUMN

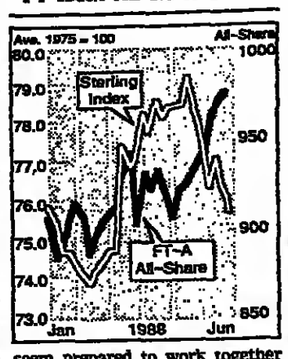
Dancing to the dollar's tune

The London equity market's obsession with the dollar this week may not be wholly rational, but it is perfectly intelligible. The run which started with last week's US trade figures has now carried the dollar through DM1.80 and Y130 without any sign of concerted intervention: and though not everyone is convinced that this is the turning point, enough foreign money has been piling into the US to push the long bond yield down to 8.8 per cent. This has provided a natural *stimulus for Wall Street*, and London with its customary obedience has followed suit.

Whether the US authorities will stay as relaxed if the dollar keeps going next week is another matter. The market seems to expect a rise in US interest rates as part of a tighter monetary policy, and it is quite possible that both the UK and Germany will seek to use dollar strength next week as s cover to slip in rate increases of their own. If the US authorities opt for intervention instead – there *is, after all*, the little matter of the trade deficit to consider – the dollar could quickly be seen to have got ahead of itself.

For UK equities, though, the really interesting question is what happens if the dollar really has turned; or, to pose the same question a different way, whether the FT-SE will carry on tracking the Dow *if Wall Street* goes up with the dollar. On the one hand, a lot of the FT-SE's heavyweight constituents – ICI, Hanson, Glaxo – are big overseas earners, and should rise as sterling falls. On the other, whereas US long bond yields at under 9 per cent represent the weight of foreign money rather than inflation fundamentals, long gilt yields at 9.4 per cent give full weight to UK worries about overheating. Excessive demand, of course, means excessive imports; and if Monday's UK trade figures turn out as bad as the last US trade figures were good, the FT-SE and the Dow could be in for a spot of divergence.

FT Index fell 1.8 to 1494.9



La Générale

If the five month battle for Société Générale de Belgique was about making inefficient assets work harder, it seems to have been won. Suez has both the power and the incentive to revamp the portfolio of 1,200 companies, while Mr De Benedetti, as a minority shareholder with a position on the board, should act as a check to ensure changes get made. The two sides genuinely seem prepared to work together – which seemed inconceivable only a month ago – and to prove it, are buying great chunks of each other's companies.

Although this may be the best way out of an impossible jam, none of the new owners have great cause for rejoicing. While Suez in a sense has won, it has paid well above asset value for its prize, and put considerable strain on its balance sheet. While the financial stress on De Benedetti is less – he seems to have emerged from yesterday's deal with Suez roughly in pocket – his grand scheme for a pan-European concern has taken a beating. The Belgian shareholders emerge worst of all, having paid enormous prices for stakes which they thought would be critical, only to find they have played no role in determining who controls the company.

Meanwhile, Suez must take heart at yesterday's pronouncement from Mr Robert Maxwell that he wishes to be among the largest foreign investors in Belgium. The company and its friends urgently need to unload part of their stake, but any sale to the ordinary run of Belgian shareholders (who were only too pleased to sell to De Benedetti months ago at prices well below what Suez paid) would involve unpalatable losses. Better to parcel the shares into bundles, talk loudly of 1992 and all that, and hope that Mr Maxwell and others can be persuaded to bite at a premium.

Australia

It seems a bit churlish that the Australian stock market should have registered one of its sharpest falls in recent months on the day that the country's premier company – BHP – reported some sparkling results. Given that the local currency has risen by more than a third over the last couple of years, a 15 per cent rise in its full year profits underlines the resilience of Australia's resource-based industries.

In the near term, any weakness in the local stock market should come as little surprise. The All Ordinaries Index had risen by 38 per cent over the last five months, and even after this week's setback, sterling-based investors are still showing gains of close to 50 per cent since the start of the year. No other major stock market can match this record, and the imminent tax changes for Australian institutional investors are likely to exacerbate any profit-taking.

However, the longer-term question of where Australian shares are heading remains clouded. Given that the economy continues to grow faster than expected, monetary policy is being kept tight; and with interest rates of 12 per cent plus, the Australian dollar continues to be a favourite plaything of the international currency spivs. The negative impact on local corporate profits is being offset by continuing buoyancy in commodities prices. As long as global inflation rather than world recession remains the number one concern, Australia is likely to be one of the better performing stock markets.

Attwoods

The wizards of the domestic capital markets have been borrowing heavily from their international friends recently. Yesterday's convertible from Attwoods came complete with a call option that is standard in the US, and was the first issue by an NV vehicle in the UK market. Although there are special reasons for Attwoods to take this offshore route – it is already paying too much ACT and was anxious to avoid paying any more – there would seem to be attractions in the method for all. Because the interest on the convertible is charged above the line, it is offset against tax at 35 rather than 25 per cent – a saving significant enough perhaps to interest the Inland Revenue, should enough others follow suit.

A final innovation came from Mr Michael Asbcroft, whose ADT group owns 24 per cent of the company. Rather than agree to stump up for its part of the issue as a shareholder, ADT has taken its place among the underwriters instead, scooping up a placing fee in the process.

Suchard sells stake in Rowntree to Nestlé

By David Waller

JACOBS SUCHARD, the Swiss chocolate and coffee group, yesterday brought the Rowntree affair to a quick and clean conclusion.

It sold its 29.9 per cent holding in the York chocolate company to Nestlé, at a profit of nearly £200m.

The disposal of the holding left Nestlé, one of the world's largest food companies, with 50.76 per cent of Rowntree's shares.

On Thursday, it won the Rowntree board's recommendation for an increased offer valuing the company at £2.55bn.

Mr Klaus Jacobs, Suchard chairman, issued a statement saying that the new Nestlé offer was "significantly higher than the maximum Suchard believes it could justify offering." Its own £2.32bn bid will be allowed to lapse.

Mr Jacobs said Suchard "continued to be in no doubt that a partnership between its confectionery interests and Rowntree would have created the world's leading confectionery group with significant advantages for both companies."

However, he added, Suchard would not press its case with a higher offer because it would have meant paying more than SFr7bn(£2.7bn) – beyond which "the acquisition could not be supported."

There is some speculation that Mr Jacobs will now turn his attentions to Cadbury-Schweppes, the UK confectionery and soft drinks group in which General Cinema, the US company, holds a 17.7 per cent stake.

Suchard sold its 64.2m shares at the offer price of 1,075p a share, compared with an average purchase price of 775p a share.

Suchard has thus made a profit – before tax and dealing costs – of £192m since it launched its dawn raid on Rowntree in mid-April.

Rowntree's shares slipped 12p to 1,064p yesterday, reflecting the fact that those accepting the Nestlé offer will not get their money for at least three weeks.

Settlement for the Suchard stake will be on Tuesday.

Building societies' mortgage lending reaches record £4.39bn

BY OUR FINANCIAL STAFF

MORTGAGE LENDING by building societies rose to a record £4.39bn last month, according to figures issued yesterday by the Building Societies Association.

This compares with £3.86bn in April and the previous record of £4.22bn in March.

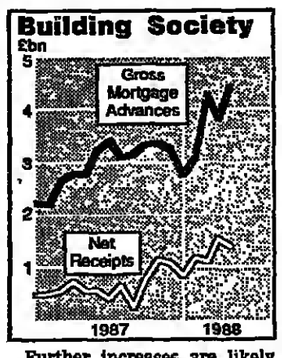
Mr Mark Boleat, director general of the association, said demand for mortgages continued at a high level and building societies were continuing to recapture market share lost to other lenders.

The association's statisticians estimate that building societies have a market share of between 60 per cent and 70 per cent, compared with under 50 per cent at the nadir last year.

Precise figures are not available because many other lending institutions have yet to report their first-quarter figures.

Mortgage commitments rose by £500m between April and May to exceed £5bn.

Building Society



Further increases are likely this month and next as the August deadline approaches for the restrictions imposed on mortgage tax relief as contained in the Budget.

Savings continue to flow strongly into building societies. Net receipts last month *amounted to £1.36bn – the third* highest monthly savings figure, although some £200m below April's figure.

Indeed, savings in building societies have exceeded £1bn in six of the seven months since October's stock market crash, reflecting continued disenchantment with equity investment by many private investors.

The Unit Trust Association earlier this week reported a net disinvestment of £9.5m for May and the association admitted that many investors were sitting on the sidelines as far as equity investment was concerned, waiting for market upturn.

Mr Boleat expects the high flow of funds into building societies to continue, even though June receipts have been low in the past.

He feels a large proportion of the increase in take-home pay following tax cuts will be invested in building societies.

Whitehall dispute hits go-ahead for second River Severn bridge

BY PETER RIDDELL, POLITICAL EDITOR

A GOVERNMENT go-ahead for a second road bridge over the River Severn to link England and Wales is being held up by a dispute involving several Whitehall *departments*.

Mr Peter Walker, the Welsh Secretary, is pressing for an early decision but is being opposed by Mr Paul Channon, the Transport Secretary, who has questioned whether the project should have priority.

The Treasury has said no additional money will be made available beyond the existing provision for road and bridge schemes.

A further twist has been given to the affair by the running disagreement between the Treasury and members of the Prime Minister's Downing Street Policy Unit about how far such large-scale capital projects should be approved with private sector finance.

This follows the precedent set by the bridge at Dartford, Kent, on which work will start soon.

In spite of the doubts in Whitehall about the strict financial justification for the Severn project there are strong political pressures for the go-ahead to be given: because of the impact it will have on Wales and the boost it will give to infrastructure investment.

The position taken by the Welsh Office is that the Government's firm objective is to be in a position to provide a second crossing by the mid-1990s, if justified by traffic demands and if Parliament has so decided.

Comments on public exhibitions held on both sides of the Severn estuary last February and March to outline the Government's proposals for the crossing are now being assessed.

Surveys are being carried out this summer to allow the scheme to be developed further.

However, Mr Channon has questioned the urgency of approving the project.

His department points out that even the increased traffic figures on the current bridge – up over a fifth in the past year to 42,000 vehicles a day – are well below the level of 60,000 which might justify the need for a second crossing in the 1990s.

In addition, the Transport Department is arguing that the Welsh Office's reluctance to increase the tolls on the present bridge to their earlier levels in real terms means that there is no hope of meeting the expected long-term rate of return.

Consequently, Mr Channon is highly sceptical about a second bridge and believes that other schemes within his budget should have higher priority.

The alternative of private funding is also being discussed.

The Downing Street Policy Unit has, among others, urged the greater use of private capital *for such projects and has chal*lenged the recently reiterated Treasury view (the so-called Ryrie rules) that the cost of capital for such schemes should be no greater than in the public sector.

The Treasury has also argued for reductions in Whitehall departments' budgets to take account of any such private sector schemes.

Supporters of greater private sector involvement argue that the Treasury attitude is holding up needed capital projects, even where the full risk is taken by the private sector.

Continued from Page 1

Tube safety

the number of staff on duty at King's Cross on the night of the fire was sufficient to deal with the evacuation of passengers.

Staffing emerged as a major issue at the inquiry following criticism of big cuts carried out by London Underground to reduce operating costs.

Mr Henderson said he felt "serious disquiet" about attempts by LRT and London Underground to suggest that the fire was caused by arson, and that its ferocity was caused by a special *paint used in the station*.

He said safety was neither ignored nor disregarded by senior management of London Underground and London Regional Transport, the state-owned parent company. Managers genuinely believed that safety would not be jeopardised by a shortage of funds.

"It is now plain beyond doubt that LRT did not conceive it to be its function to monitor safety of operations to the extend and in the manner in which it thought it appropriate to set targets and to monitor efficiency of operations," Mr Henderson said.

CHIEF LONDON PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISES		
Ashley Ind. Tst.	65	+ 12
Atlantic Comp.	349	+ 10
Caledonia Invs.	371	+ 7
ERF	428	+ 20
Enterprise Oil	486	+ 7
Evans of Leeds	193	+ 12
Fitch Lovell	288	+ 7
Harrisons & Cros.	674	+ 10
Jacob (W. & R.)	238	+ 13
Racal Elec.	346	+ 9
Rotork	188	+ 9
Trusthouse Forte	264	+ 6
WPP	585	+ 12

FALLS		
Treas. 10% 1992	£101 3/32	− 15/32
Treas. 11¾% '03-07	£118 27/32	− ½
BPB Inds.	293	− 8
General Accident	890	− 18
GUS A	£10¼	− ⅛
RHM	395	− 8

WORLDWIDE WEATHER

		Y'day midday °C	°F			Y'day midday °C	°F			Y'day midday °C	°F			Y'day midday °C	°F
Ajaccio	F	23	82	Dallas †	F	23	73	Madeira	C	22	72	Prague	C	16	59
Algiers	S	27	81	Dublin	S	20	68	Madrid	F	23	73	Reykjavik	Dr	7	45
Amsterdam	R	15	59	Dubrovnik	S	24	75	Majorca	S	27	81	Rhodes	S	27	81
Athens	S	29	84	Edinburgh	F	23	73	Malaga	F	30	86	Rio d'Janeiro	-	-	-
Bahrain	S	34	93	Faro	C	21	70	Malta	S	27	81	Rome	F	26	79
Barcelona	F	23	73	Florence	F	27	81	Manchester	S	21	70	Salzburg	S	19	66
Beirut	S	18	64	Frankfurt	C	18	64	Melbourne	C	13	55	S'Francisco †	F	13	55
Belgrade	F	19	66	Geneva	S	22	72	Mexico City	-	-	-	Santiago	-	-	-
Berlin	C	15	59	Gibraltar	F	22	72	Miami †	S	28	82	Seoul	F	29	84
Biarritz	F	19	66	Glasgow	S	20	68	Milan	F	19	66	Singapore	F	29	84
Birmingham	F	21	70	Guernsey	C	16	61	Montreal †	S	12	54	Stockholm	S	22	73
Blackpool	F	17	63	Helsinki	T	21	70	Moscow	S	25	77	Strasbourg	S	22	72
Bombay	F	32	89	Hong Kong	R	26	79	Munich	S	18	64	Sydney	F	16	61
Bordeaux	S	24	75	Innsbruck	S	19	66	Nairobi	F	23	73	Tangier	C	22	72
Boulogne	C	15	59	Inverness	S	21	70	Naples	S	29	84	Tel Aviv	S	27	81
Bristol	F	21	70	Isle of Man	S	19	66	Nassau	-	-	-	Tenerife	F	24	75
Brussels	C	16	61	Istanbul	S	24	75	Newcastle	F	22	72	Tokyo	R	21	70
Buenos Aires	-	-	-	Jersey	C	16	61	New Delhi	F	35	95	Toronto †	C	14	57
Budapest	F	19	66	Johannesburg	S	14	57	New York †	S	18	64	Tunis	S	30	86
Cairo	S	30	86	Las Palmas	C	23	73	Nice	C	23	73	Valencia	S	28	82
Cape Town	S	28	82	Leeds	C	25	77	Nicosia	S	29	84	Venice	S	23	73
Cardiff	C	22	72	Lisbon	C	20	68	Oporto	S	22	72	Vienna	C	15	59
Chicago †	C	21	70	Locarno	C	22	72	Oslo	C	23	73	Warsaw	C	14	57
Cologne	C	15	59	London	C	16	61	Paris	C	19	66	Washington †	C	20	68
Copenhagen	T	21	70	Los Angeles †	C	16	61	Peking	C	25	77	Wellington	F	13	55
Corfu	F	25	77	Luxembourg	C	13	55	Perth	C	23	73	Zurich	S	20	68

C – Cloudy Dr – Drizzle F – Fair Fg – Fog H – Hail R – Rain S – Sunny Sl – Sleet Sn – Snow T – Thunder.
† Noon GMT temperatures

Dollar

Continued from Page 1

awkward for Britain as it contributes to upward pressure on interest rates at a time when the pound is still relatively strong against the D-Mark.

Base rates are now back to their level at the time of the March Budget after three half-point rises in the last month. Any *further increase* would be certain to trigger an increase in mortgage rates and, initially at least, a further acceleration in retail price inflation.

Yesterday the pound closed at $1.7250, 3.2 cents lower than on Thursday. It was steady against the D-Mark at DM3.1375 but lost ground against a number of other currencies

Against the D-Mark, the dollar rose by 3.3 pfennigs to DM1.8190 and against the Yen it climbed to Y130.6 from Y128.65.

Maxwell

Continued from Page 1

the more important long term *development*.

Mr De Benedetti insisted that yesterday's deal was not a defeat. He stressed the mending of relationships between himself and Suez and the closer link which will be established through the plan for Cerus to exchange part of its Société Générale shares for equity in Suez, taking its stake to s little over 4 per cent. "We share together the responsibility of being the major shareholder of Société Générale de Belgique."

Mr De Benedetti also appeared to indicate that his ambitious plans for a Europe-wide holding company – the motive for his original assault on Société Générale – was far from dead.

"I am not saying that we will try to put together or merge the companies, but with Cofide (Mr De Benedetti's Italian holding company), Suez, Cerus and *Société Générale* in which we have common interests and exchange board members, you can just imagine the potential: I see it as an operating network for making new alliances."

All sides to yesterday's agreement – including Mr Maurice Lippens, representative of the Belgian shareholders who sided with Suez in the battle – vowed to work together for the benefit of Société Générale.

The deal provides for Cerus to drop all legal proceedings (including the dispute over the issue of 10m new Société Générale shares) and paves the way for the appointment of a new chief executive of the company. That is almost certain to be Mr Hervé de Carmoy, the executive director.

Mr de La Genière, Mr De Benedetti and Mr Lippens will become vice-chairmen, with Mr De Benedetti tipped to *join the new strat*egy-setting executive committee.

Mr de la Genière announced yesterday that Suez would be reducing its stake and taking steps to put shares back on the market – a move thought to provide an opening for Mr Maxwell.

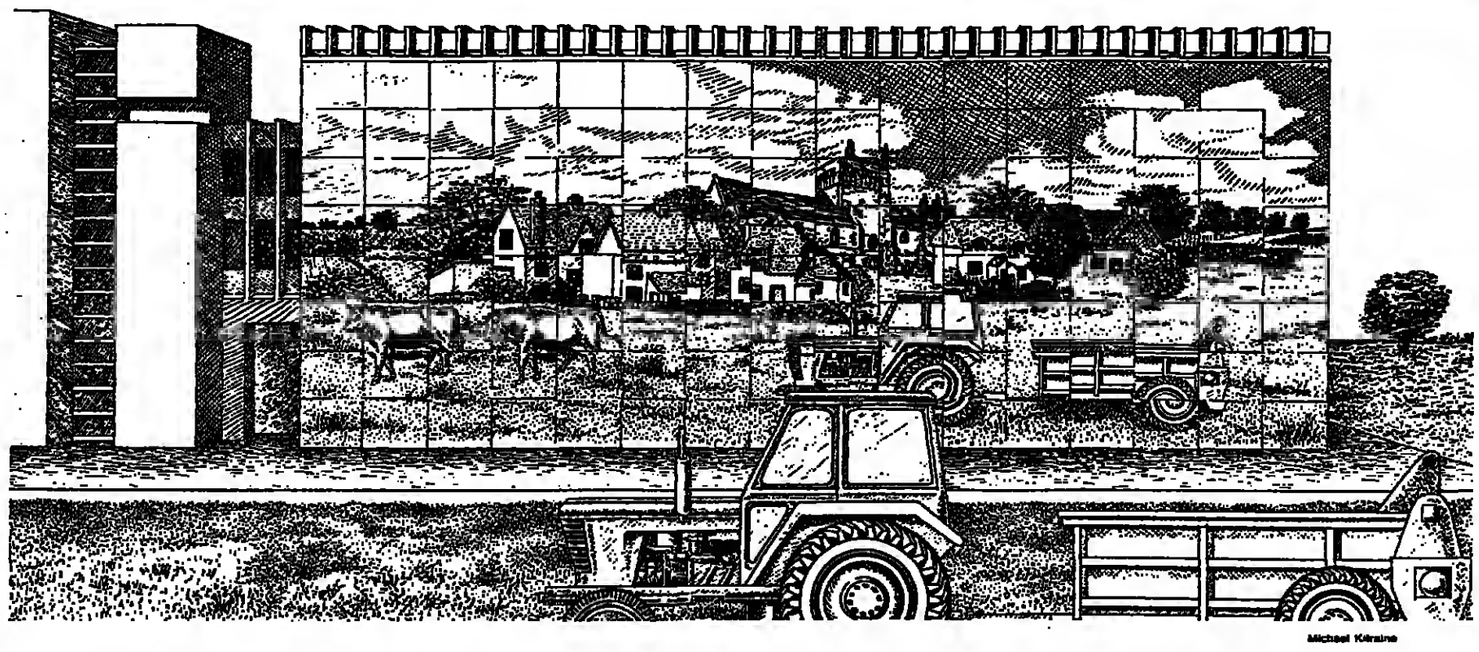
Mr de la Genière and Mr De Banedetti both welcomed the interest of Mr Maxwell, pointing out that it implied their own enthusiasm for Société Générale was not misplaced.

● Mr Maxwell's Pergamon Press is to publish an English-language edition of the Belgian current affairs quarterly *L'Événement Européen: Initiatives et Débats* under a further agreement signed in Brussels yesterday. Pergamon has become a shareholder in the magazine.

WEEKEND FT

Weekend June 25/June 26 1988

· MARKETS · FINANCE & THE FAMILY · PROPERTY · TRAVEL · MOTORING · DIVERSIONS · HOW TO SPEND IT · BOOKS · ARTS · TV ·



Michael Kirkine

The rural revolution

Agriculture is facing a squeeze but the decline in the countryside is being turned around as small industries flock to fill the gap. Bridget Bloom reports

ON APRIL 1, the editor of the *Diss Express* spoofed at least some of her readers. So desperate has the traffic and car parking problem become in the small Norfolk market town that many apparently took seriously the front-page report that Diss would soon have its first ever multi-storey car park – built on stilts over the Mere, a five-acre lake which is virtually the town's only open space.

Diss is one of half a dozen towns in Norfolk which appear to be bursting at the seams. Thirty years ago, it was the sleepy centre of one of the most rural and isolated areas of lowland England, dependent for its being – as it had been for centuries – on serving farmers in and around 100 tiny villages. Its main activities, from cattle saleyards to grain and tractor merchants, all were based on the land.

Today, ironically, its boom has very little to do with farming; indeed, it comes at a time when farming's fortunes are on tha wane. Agriculture's surge in the 1970s, when Britain joined the European Community, has given way to leaner times. In the Diss area, as in most of East Anglia, farmers are suffering from the effects of two bad harvests in the past three years. Like farmers all over the country, they are bracing themselves for the feared agony to come as the tentative reforms to the EC's common agricultural policy, agreed in Brussels over the past year, begin to hite.

These will bring lower prices for many commodities, like wheat and barley or the yellow-flowering rape-seed which covers so many East Anglian fields, as well as production cnts and a further squeeze on incomes which, in turn, will accelerate the exodus from the land. Over the past decade, in Britain as a whole, there has been an annual 1.5 per cent decline in the number of farmworkers. In the Diss area during that time, this means possibly 1,000 men and women. At the same time, land prices have tumbled from the heady peaks of the late 1970s and several of the town's farm-based industries have contracted or are closed.

Yet, in the same decade the population of Diss and its surrounding area of south Norfolk has risen by 15 per cent, house prices have doubled in under four years, and a host of new, small industries have all but cured the area's unemployment prohlems. What is happening in Diss appears to be happening in moch of rural lowland England. For John MacGregor, Britain's Agriculture Minister but also South Norfolk's MP, Diss is living proof that a relative decline in farming's fortunes need not mean a decline in the rural economy.

"We have heard so much abont the dangers of stagnation, and even what the French call desertification of the countryside, which could follow a decline in farming's fortunes," he said at his Pulham Market cottage in the heart of his constituency. "But just look abont yon here. Look at the thriving village shop, the small industry springing up in almost every imaginable area, in even really small villages, and what you see is a very exciting, very hopeful development."

Much of Diss's new prosperity, mirrored in other areas of rural East Anglia, has come about because improvements in communications, together with developments in technology, hava made such areas attractive for investment which has nothing to do with farming. MacGregor accepts that life will become more difficult for the farmer as EC-induced reforms hite, although he insists that an efficient agriculture will always be a vital sector of the economy. As Agriculture Minister, he is trying to ease the transition with schemes for alternative uses for farm land – the so-called diversification schemes which encourage farmers to go in for tourism, or convert their buildings for small, farm-based industries, or plant deciduous woodlands both to take unwanted arable land out of production and conserve wildlife and landscape.

He is emphatic, however, that the countryside has to change, as it always has, to live. Farmers will still be important producers of food. But if the butcher, the baker and hlacksmith of old have gone from the villages, good or improving transport and communications are beginning to mean than non-agricultural industries, often high-tech or information-based, can come in.

MacGregor's views of what is happening in many parts of once-remote Britain are endorsed hy the academics. Professor Howard Newby, of Essex University, in a book just published to accompany his TV series, *The Countryside in Question*, notes: "For the first time since the industrial revolution, technological change is allowing rural areas to compete on an equal basis with towns and cities for employment." To argue that supporting agriculture means supporting the rural economy is no longer valid, he says.

Professor Peter Hall, of Reading University, thinks that what is happening today in Norfolk is happening or has already happened across a great wedge of southern Britain. Most people are aware, he says, of a population exodus from the inner cities. But far fewer recognise that, over the past decade or two, there has been a major shift of population, and wealth, to an area which he defines as the Golden Belt, with an extension – which he dnbs the Golden Horn – now beginning to take shape from the Isle of Wight to Lincolnshire.

Hall argues that the Golden Belt begins in Cornwall and runs diagonally across the southern half of the country to Norfolk, "embracing on the way a series of fundamentally still-rural counties." The Golden Belt includes Devon, Dorset, Somerset, Oxfordshire, Northamptonshire and Cambridgeshire as well as Norfolk and Suffolk.

At a time when the population of Britain as a whole is almost static, these areas have expanded over the past decade hy around 10 per cent. "There has been a very profound decentralisation of the urban population on a very large spatial scale," says Hall.

The "engines" of the south Norfolk boom are those prevailing in the rest of the Golden Belt. The shakeout in agriculture has meant an available pool of cheap – usually non-unionised and often female – labour, while the new industries and the migration of people have been helped by improved road or rail links and cheaper land for industrial and housing development.

MacGregor, who in an earlier incarnation was minister responsible for small businesses, puts what he calls south Norfolk's "good, sensible, stable work force" at the top of his list of reasons as to why new industries have established themselves in and around Diss. Employers on the town's Vinces Road industrial estate, based on old warehouses and maltings cheek-hy-jowl with the railway station, seem to agree although, ironically, they are now beginning to decry the tightening labour market.

Trevor Jenkins, who used to work near Norwich for Lotus Cars (now undertaking a £50m expansion), has found a niche making about 600 different components for gas control equipment which he sells all over Britain and exports. He has doubled his turnover every year for the past five years but his wife, who is also his secretary, recently has been to every high school within 40 miles to find school-leavers to join the company as trainees this summer.

Bounty Services employs more than 250 people, mainly women, in assembling baby product packages and organising a wide variety of free mail offers, and is probably the higgest and oldest-established employer oo the estate. Austin Haines, the managing director, took much longer than expected to find a key executive recently, partly because soaring house prices made it difficult for the man he wanted to transfer from the north.

No one seems quite sure about the actual dimensions of unemployment in the area, partly, it seems, because no one knows exactly how many new industries have been created. Admitting as much, Henry Clark, of the Development Commission – the joh of which is to stimulate rural development countrywide – notes that unemployment in the whole of Norfolk has fallen to 6.8 per cent in the past year. MacGregor, from his very wide contacts in his constituency, thinks that in south Norfolk unemployment, at least among those fit and willing to work, has all but disappeared.

As for the hroader reasons for the region's prosperity, Haines says the key to south Norfolk's boom is a combination of technology and psychology. "British Rail has electrified the line to Liverpool Street and knocked 10 minutes off the 100-minute journey from Diss to London. That's not great in itself, and neither are the improvements to the A11 trunk road to the west or the A12 to the east," he says.

"Bnt they've helped to break the pyschological barrier of the 'Norfolk? Where's that?' mentality, just as technology has brought us the fax and the telex, compnters, and overnight delivery services which make doing business in a place like Diss both possible and profitable."

For Diss, with an estimated 5,800 people (almost double the number the town had for the first 60-odd years of this century), the boom is bringing some of the consequences of development so familiar in the home counties. Shops are being smartened up, with some "tasteful" conversion of older buildings and much more uniformity of High Street windows (I counted nine, mostly nationally known, estate agents).

In and around Diss, small gaps between older houses have long ago been filled in. Now, estates are creeping on to green fields. But the countryside itself (to someone who was brought up there 30 years ago) looks kempt and glossy. The squat, grey, flint churches, separated by huge and often hedgeless fields of wheat or sugar beet, still dominate the longer view. But each village oow has its bright, oew houses and, for the first time in living memory, there is hardly a derelict cottage to be seen.

There is, of course, a downside to the Norfolk boom. MacGregor, certainly one of its most enthusiastic supporters, warns of the need to balance growth with the need to conserve what he terms the "quiet charms of Norfolk." Specifically, a couple of years ago he spoke of the dangers of a "carpet of concrete" being spread across the land. You can see what he means as you drive, for example, west from Diss to Roydoo, where a dense new "executive homes" estate (on what last year was a ploughed field) meets an earlier ribbon development which itself abuts onto great hlocks of estate houses where once there were a manor house, open fields and an unencumbered village green.

Michael Haslam, the chief planning officer for south Norfolk, is battling with what he estimates is a 30 per cent increase in work load because of the housing boom and the need to expand services. He says the pressures for development are "quite brutal." The plan for Norfolk provides for three-tiered development: in and around Norwich, the county town; in and around six much smaller towns, including Diss; and in certain villages. Haslam believes, like MacGregor, that there must be development if the countryside is to thrive but he says that the planning system is weighted too heavily in favour of developers. He implies that he expects to meet even worse pressures as development gets under way around the just-announced southern hy-pass of Norwich: options on land there are "being bought like there's no tomorrow."

There is widespread concern about the difficulties which face young people in finding their first homes as house prices rise. Similar problems could face the elderly, many of whom have moved to Norfolk in the past because of its cheaper housing. Surprisingly, though, there is very little of the public hostility to development in Norfolk that has now become a familiar feature of the home counties.

Those who fight for the conservation of what MacGregor calls Norfolk's quiet charms tend to he incomers, according to John Alston, until recently leader of the Norfolk County Council. He adds that they are neither particularly strident nor organised very highly. The point is endorsed hy "Twiggy" Birkbeck, chairman of the county council's planning committee, who is known widely as advocating "Fortress Norfolk" policies. "My generation is witnessing the demise of rural Norfolk as we knew it," Birkbeck says, but admits that he would like much more public support for that view.

And what of farmers in all this? David Richardson, the farming writer and hroadcaster who farms south of Norwich, notes that individual farmers, who can sell land or buildings for development, obviously can benefit greatly from the boom.

MacGregor certainly would agree that times will get tougher for many farmers in south Norfolk and elsewhere. He accepts that his schemes for diversification cannot be panaceas and he acknowledges that there are areas of rural Britain where the sort of boom that has hit south Norfolk is most unlikely to occur – isolated hill regions, for example. Even so, MacGregor surely is right to argue that the Norfolk experience provides a message of hope, rather than despondency, for the future of Britain's rural economy.

The Long View

Game, set and match to the touts

Wimbledon umpires do not always play fair in their Centre Court ticket dealings but they may have a better grasp of micro-economics than the tennis authorities, says Barry Riley

THE NAME must have a lot to do with it: who would want to be known as a ticket tout? Would a stockbroker like to be called a securities tout? Yet both are no more or less than dealers in the secondary markets for various sorts of paper.

Certainly the touts get a bad press – sometimes from the very newspapers which in the past couple of weeks have been raking in thousands of pounds from advertising for Wimbledon tickets in their personal columns.

It is true that shares are specifically transferable in a way thet admission tickets are not – although dealing in the latter is in no way illegal. When shares in a new issue trade at a premium and speculators cash in, this is regarded as no more than a slightly raffish practice on the fringes of the market. You can deal through eminently respectable institutions. But Centre Court tickets – only another sort of new issue – are different. You must ring anonymous telephone dealers who offer "confidentiality" and "discretion" like the more dubious kinds of offshore financiers.

In economic terms touts offer an almost entirely beneficial service – tainted only by the damaging odour of hypocrisy and dishonesty which goes with any unregulated black market. Such operators thrive on mispricing, and fill tha gaps wheo others make a mess of running the primary markets.

Often the mispricing is glaringly ohvious, as at the Wimbledon tennis championships. Yet the touts do take risks and can get it wrong. I remember going to the Football Association v Rest of the World centenary game at Wembley last August and seeing groups of disconsolate tonts standing all along the Olympic Way. The market, Maradona or no, had crashed; indeed, I had been given a free ticket by a man in a pub the night before.

Such ill-judged events aside, why are tickets so badly underpriced so often? The simplest reason is thet promoters find it hard to predict demand, and err on the cautious side. A second reason, however, is that there is a desire to accomodate particular groups of customers, such as the young, or poorer regular fans who could not afford the full market prices for showpiece events.

The third reason is less attractive; it is a readiness to exercise patronage hy allocating tickets in ways which may start by rewarding deserving individuals hnt may end in suspicions of corruption.

Exactly why commercial promoters of overbooked shows such as *Phantom of the Opera* do not price to market I am not sure. Perhaps it is for fear of offending the regular theatregoing clientele. This certainly applies at sporting events such as Wimbledon where there is so much corporate entertainment activity. Tennis fans can be priced out of the market, while many supposedly valuable Centre Court seats are left empty for long periods because the barely-interested guests are still back in the marquee eating strawberries and quaffing champagne.

In such distorted situations there may be good reasons for deciding against an open market for tickets, but there can be no sympathy for failure to taka account of market forces.

It is worth recalling another Wimbledon black market phenomenon, although this time at the Plough Lane football ground rather than at the All England Clnh.

When Wimbledon reached the Cup Final this year the clnb decided to allocate tickets to regular, but non-season ticket holding, fans on the basis of vouchers handed out at the remaining home league games. Officials naively calculated that season ticket holders would not collect these vouchers because they were entitled to Wembley tickets anyway. Naturally, however, a great many season ticket holders decided that if £50 was being handed out for £10 they wanted their share. So some fans who wanted to go to Wembley went short while thousands of black market tickets sped north to Liverpool, at enormous profit.

Maybe the Wimbledon football bosses can plead lack of experience at handling excess demand. But that cannot be an excuse for the tennis authorities. They have rendered matters more complicated by conniving at the development of two distinct secondary markets in tickets.

One is the legitimate market in Centre Court tickets (2,100 out of 12,500 each day) which are the property of some 700 debenture holders. The other is the illegitimate (but not illegal) hlack market in tickets which are allocated to players, umpires and officials, or are sold at much below market prices via a ballot to the general public (many of whom apply for tickets without having any genuine intention of watching the tennis).

The whiff of scandal has attached itself in particular to the umpires. They receive no pay for the dubious privilege of being abused by John McEnroe, hnt are each allocated six double Centre Court tickets, which in aggregate could be worth well over £1,000. They are not supposed to sell them, but clearly many do.

This may be as much an Inland Revenue matter as anything else. If the tickets were freely saleable the benefit could be assessed for tax as income. In football, too, the Cup Final tickets handed out to club officials around the country are an accepted perk of the job.

But this year the stories of £25 face value tickets for men's finals day at Wimbledon selling for £800 have become so persistent, and the ticket tonts have become such an irresistible target for cheap headline-seeking politicians, that the All England Club may have to rethink its approach.

The solntions are simple enough. The debenture seats could be traded freely on an official secondary market, while all other dealings could be prevented hy personalising the tickets, so that proof of identity would have to be provided. But there are vested interests involved. Does the will to clean up the ticket allocation process really exist?

The laws of micro-economics dictate that wharever market forces are flouted those seedy gentlemen with bulging wallets and mobila phones will soon appear. Nor do they appear to have any bourgeois desire to be called admission ticket brokers: at this end of the paper trading industry, some distance down market from Eurobonds, respectability is just not profitable.

Why people don't hold on to their seats

CONTENTS

Base rate rise fails to disturb investors

IT COULD BE only midsummer madness but the equity markets are refusing to be downcast. This week, UK investors managed to shrug off with equanimity yet another rise in base rates and a 4 per cent fall in sterling, and the FT-SE 100 index set a new post-crash high, closing at 1879.3 on Wednesday.

The Toronto summit ended on Tuesday with little progress but plenty of optimistic talk about progress in the world economy. The dollar is no longer the sick man of the international currency markets and for the moment, after the April figures, the US trade deficit looks to be on the mend.

Wall Street certainly seems buoyant – the Dow Jones Industrial index rose 43 points on Wednesday to hit a post-crash high of 2,152 as the dollar made ground across the board. And London is responding fairly closely to New York's moods.

So far, "sell in May, and go away" has proved an unreliable motto. Footsie has risen by around 7 per cent since May 11 and has spent most of the week trading above the 1,850 mark which had seemed to be its ceiling in the early part of the year.

One potential party-pooper is lying in wait for Monday – the announcement of May's UK balance of payments figures, which some analysts believe may reveal a £700m current account deficit. Uncertainty over the statistic helped depress sentiment on Friday but Footsie rallied after it had touched 1,860.

The base rate rise was slipped in more as an anti-inflationary device than to support sterling. The dollar was attracting most of the attention and sterling slipped back to $1.74; there was less movement against the Deutschmark, probably because the Bundesbank also raised German rates this week.

The third rise in UK base rates within three weeks might in the past have been expected to cause panic in the streets; but there are a number of reasons why investors are staying calm.

London

First, long gilt yields had already been anticipating a rise in rates. All that effectively has happened is that the yield curve has been flattened as short term rates caught up. So far, so good, and another half point rise could just about be accommodated; but a move to 10 per cent inevitably would push up yields (and depress gilt prices) at the longer end.

Second, the level of gearing of UK companies is now at its lowest for a decade, so rises in base rates do not have the dramatic effect on corporate profitability that they would have done five years ago.

Third, investors are still afraid that the UK economy could be overheating. Rises in base rates thus are evidence of the Government's continued anti-inflationary zeal and are, therefore, in the long-term best interests of the equity markets.

Fourth, the battle which Chancellor Nigel Lawson appeared to win over exchange rate stability inevitably has had an effect on interest rate policy. Governments can keep interest or exchange rates stable, but rarely both: the recent frequency of base rate changes might become the norm.

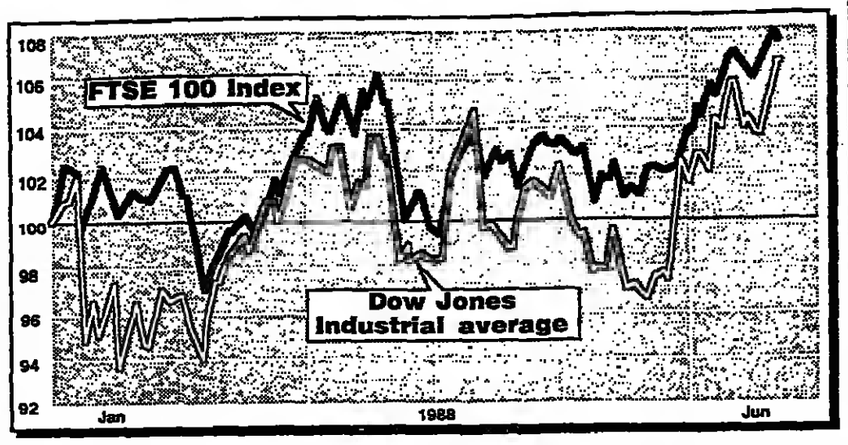
So, despite the fact that some analysts are predicting base rates of more than 10 per cent by Christmas, the bulls are refusing to be downhearted.

Equities have, in fact, outperformed both gilts and cash in the first half of the year and, after their post-crash withdrawal from the stock markets, some cash-heavy institutional investors may be being tempted back into shares.

This week's corporate news certainly will add some more pennies to the institutional coffers – Nestlé's recommended £2.55bn offer for Rowntree is all in cash.

Admittedly, around 30 per cent of that will go back to Switzerland after Suchard, the rival Rowntree bidder, decided yesterday to sell its stake to Nestlé. But Suchard's decision only fuelled speculation that it would now turn its attention to Cadbury Schweppes.

There was plenty to keep the bid watchers happy this week. Cable and Wireless confirmed that it had built up a 2.8 per cent stake in Racal, prompting speculation that it might launch a full bid for the electronics group. The prize for C and W might be the prospect of combining its subsidiary, Mercury Communications – British Telecom's only competitor for mainstream telephone services – with the Racal mobile phone subsidiary, Vodafone.



There was also news that Australian group Elders IXL had increased its stake in Scottish & Newcastle, the UK brewer, from 2.9 per cent to 8.9 per cent; and Sir Phil Harris, the chairman of Harris Queensway, the carpet and furniture retailer, kept the markets guessing by hinting at the possibility of a management buyout for the group.

Harris Queensway already is talking to a consortium led by departing Argyll boss James Gulliver, and hopes of an offer have buoyed the share price recently despite a sharp fall in last year's profits. An end to the speculation is in sight; Harris Queensway has said it will terminate discussions with the Gulliver group unless a deal is reached by July 6.

Meanwhile, a whole new sector was reclassified as a takeover target after Lyonnnaise des Eaux, the French water group, bid £47m for the Essex Water Company. Essex Water is one of 29 water authorities which, because of the prospect of privatisation, recently have been turned from the most sleepy investments imaginable into go-go stocks.

Given that there are a number of other water authorities with substantial minority shareholders, some traders must have looked at the Essex Water bid and thought "One down, 28 to go."

On the results front, there was little this week to discourage those who are bullish about the prospects for corporate profits. Leading broker Phillips & Drew was confident enough to increase its forecast for 1988 UK industrial profits growth from 10 to 12 per cent.

Although Cable and Wireless managed only a 5 per cent increase in annual profits to £356m, there were much larger percentage increases from supermarket group Argyll (up 64 per cent to £132m), Rothmans International (up 48 per cent to £288m), and BET (up 37 per cent to £216m). No sign of any Black Monday after-effects in any of those results.

However, figures being announced now relate mostly to 1987; it will not be until September, when corporations start producing interim figures for the six months to June, that definitive news of 1988 will emerge.

At that point, some analysts believe, thoughts might start to turn to a possible economic downturn in 1989. If they do, the present sunny conditions in the UK equity market may turn out to be a brief Indian summer.

Philip Coggan

COMPANY NEWS SUMMARY

TAKE-OVER BIDS AND MERGERS

Company bid for	Value of bid per share**	Market price**	Price before bid	Value of bid £m**	Bidder
	Prices in in pence unless otherwise indicated				
Acre Oil	220*	227	200	369.75	British Gas
Amari	2765	275	213	87.00	Glynwed Intl.
Bunzo Inds.	247	239	200	59.26	Wagon Ind'l.
CASE	919§	88	100	58.3	Gandalf Tech.
Davidson Pearce	149	142	136	30.81	Benn Mondial
De Brett (A.)‡	35*§	35	35	2.8	Thermawear
Ellis & Goldstein	95*	113	81	27.69	Berkertex
Essex Water Co.	900*	875	470	45.28	Lyonn. des Eaux
Freshbake Foods	162*	158	124	106.79	Campbell Soups
Gee (Cecil)	123	123	85	10.90	Mem Bros.
Graham Motor†	182*	178	105	19.3	TSB Group
Irish Distillers	Ir315*	Ir365	Ir275	Ir198.07	GC & C Brands
Jersey Gen. LT.	520♦§	520	468	59.49	LIT Hldgs.
LDH Group	114	111	117	9.22	Porter Chadburn
Lynton Prop.	455*§	454	427†	220.0	BAA
Rowntree	1075*	1064	752	2.55bn.	Nestle
Runciman (W.)	329§ §§	333	331	28.86	Tellin Hldgs.
Stanley (A.G.)‡	31§	316	228	132.92	Ward White
Stead & Simpson	1200*	1425	1075	19.2	Clayform
Stead & S'n A N/V	125*	133	120	70.25	Clayform
Theme Holdings	68§§	66	70	16.23	Leisure Invs.
Zetters Leisure	162	162	120†	23.17	Bass

*All cash offer. †Cash alternative. ‡Partial bid. §For capital not already held. ‡ Unconditional. **Based on 2.30 pm prices 24/6/88. †At suspension. §§Shares and cash. ♦Relisted to FAV to be determined. ♥Loan stock.

PRELIMINARY RESULTS

Company	Year to	Pre-tax profit (£000)		Earnings* per share (p)		Dividends* per share (p)	
Aberfoyle Hldgs	Dec	1,870	(2,410)	2.3	(2.8)	-	(-)
Amber Industrial	March	1,220	(1,070)	28.3	(25.9)	11.0	(10.0)
Anglo United	April	5,190	(3,250)	2.3	(2.4)	-	(-)
Argyll Group	April	132,100	(80,549)	13.1	(11.7)	5.3	(4.5)
Berkeley Group	April	17,700	(8,550)	28.2	(17.2)	3.5	(2.5)
BET	March	216,400	(157,956)	22.1	(19.9)	10.0	(9.0)
Blacks Leisure	Feb	4,760	(292)	0.86	(-)	0.1	(-)
Booth Industries	March	325	(168)	-	(-)	1.4	(0.7)
Brooknount	March	4,620	(2,250)	-	(-)	5.2	(4.0)
BTP	March	9,660	(5,750)	10.9	(7.0)	6.2	(5.5)
Cable & Wireless	March	356,000	(339,000)	-	(-)	6.6	(5.5)
Caledonia Invest	March	12,590	(9,090)	-	(-)	7.0	(5.5)
Calor Group	March	74,200	(70,331)	32.3	(32.0)	16.0	(-)
Cape Industries	March	9,550	(5,552)	17.7	(14.1)	5.5	(3.5)
CASE	March	2,200	(5,400 L)	-	(-)	0.7	(0.1)
Chamber Phipps	March	7,600	(5,984)	11.6	(9.2)	5.5	(4.7)
Charter Cons	March	55,400	(42,290)	35.8	(29.6)	14.5	(13.0)
Chloride Group	March	18,100	(17,000)	-	(-)	2.0	(1.9)
Cranswick Mill	Dec	653	(882)	7.6	(10.3)	5.5	(5.5)
Drummond Group	March	2,100	(1,735)	15.6	(13.4)	3.1	(2.5)
ERF Holdings	April	5,610	(718)	68.2	(8.6)	9.0	(-)
FKB Group	March	3,740	(2,070)	18.8	(11.8)	5.0	(3.3)
Freshbake Foods	April	6,340	(5,100)	-	(-)	2.8	(2.3)
Full Smith Turn	April	6,740	(5,810)	29.3	(25.0)	6.0	(5.1)
GEI Int'l	March	5,280	(3,350)	9.5	(5.7)	5.8	(5.8)
Greycoat Group	March	17,070	(9,100)	19.5	(11.4)	3.6	(2.7)
Hambros	March	69,800	(60,800)	24.9	(25.9)	-	(-)
Health Care Serv	March	1,020	(877)	5.0	(4.4)	1.0	(0.9)
Hobson	March	1,400	(790)	2.7	(1.5)	0.5	(-)
Hunting Group	Dec	7,400	(6,950)	18.0	(21.4)	6.0	(6.0)
Kewill Systems	March	1,110	(685)	13.1	(7.9)	2.2	(1.5)
Landleisure	April	21,500	(6,400)	-	(-)	8.0	(1.0)
Latham James	March	2,580	(2,070)	39.0	(45.4)	9.5	(8.2)
Melville Street	April	691	(-)	2.6	(-)	1.5	(-)
Meyer Int'l	March	63,080	(45,120)	44.4	(32.7)	9.5	(7.0)
Microlec Group	March	1,300	(857)	-	(-)	-	(-)
ML Holdings	March	5,300	(3,333)	9.6	(6.9)	2.3	(1.9)
Mountview Estate	March	10,430	(7,160)	138	(93.8)	8.5	(6.0)
NSM	April	29,030L	(15,600L)	-	(-)	-	(-)
Optometrics USA	March	103	(47)	-	(-)	-	(-)
Palmerston Inv	March	1,160	(648)	-	(-)	18.0	(10.0)
Pathfinders	Mar*	426	(-)	1.14	(-)	0.3	(-)
Penny & Giles	March	2,070	(1,790)	14.7	(13.1)	3.0	(2.5)
Powerscreen	March	9,040	(8,040)	10.1	(8.9)	3.5	(2.0)
Reliable Prop	Mar®	1,470	(1,185)	-	(-)	9.0	(6.0)
Reliance Sec	April	1,740	(1,550)	10.9	(11.4)	4.7	(-)
Renold	April	3,700	(100)	3.3	(-)	1.5	(1.3)
Rothmans Int'l	March	288,800	(195,300)	42.7	(28.6)	10.0	(7.7)
Salvesen Christ	March	46,600	(42,000)	10.8	(9.7)	4.1	(3.6)
Security Archive	March	705	(453)	10.2	(7.0)	2.4	(-)
Shelton Martin	March	431	(305)	6.1	(5.1)	2.0	(-)
Staveley Indust	April	18,100	(14,252)	16.1	(16.0)	5.7	(5.0)
Sterling Ind	March	880	(878)	5.1	(4.9)	3.4	(3.1)
Swan John & Sons	April	204	(177)	20.6	(17.7)	10.5	(9.5)
Tysons (Cont)	Dec	875 L	(652 L)	-	(-)	-	(-)
Unit Group	March	816	(604)	18.1	(17.9)	5.0	(-)
Vibroplant	March	7,480	(4,589)	65.3	(41.8)	12.5	(10.4)
Volex Group	March	6,570	(5,420)	35.5	(29.4)	12.0	(10.0)
WB Industries	Dec	75 L	(74 L)	-	(-)	-	(-)
Wellman	March	2,630	(1,340)	8.1	(5.7)	32.1	(-)
Whitecroft	March	12,140	(9,128)	23.9	(23.0)	11.5	(-)
Wyndham Group	March	1,290	(2291	35.5	(9.6)	3.0	(2.0)
Zetters Leisure	March	1,480	(1,160)	6.2	(5.5)	0.5	(-)

INTERIM STATEMENTS

Company	Half-year to	Pre-tax profit (£000)		Interim dividends* per share (p)	
Blick	March	2,140	(1,820)	2.0	(1.6)
Anglia Television	April	7,670	(5,310)	2.3	(-)
Ankett Associates	March	503	(415)	-	(-)
Borns Anderson	March	1,350	(871)	1.7	(1.5)
BWD Securities	May	516	(-)	-	(-)
Company of Designers	March	565	(458)	1.1	(-)
Dundee & London Inv	April	943	(712)	2.9	(2.4)
Economic Forestry	April	1,370	(703)	1.2	(1.2)
Fll-Fyffes	April	5,440	(3,277)	0.4	(0.3)
French Thomas	April	1,000	(801)	1.2	(1.1)
Grainger Trust	March	3,150	(2,220)	0.9	(0.7)
Kemp PE	April	106	(112)	0.5	(-)
Lee (Arthur) & Sons	March	2,740	(1,900)	1.2	(1.0)
Lookers	March	2,550	(1,640)	1.6	(1.3)
Lovell YJ	March	5,160	(3,970)	1.5	(1.2)
LPA Industries	March	303	(199)	1.4	(1.2)
Macarthy	April	3,870	(2,620)	4.5	(3.9)
Soundtracs	April	320	(339)	0.7	(0.7)
Spice	March	268	(537)	1.2	(1.2)
Stainless Metalcraft	Feb	115	(414)	2.0	(2.0)
Watson & Philip	April	1,380	(927)	2.6	(2.3)
Wilding Office Equip	March	1,420	(1,020)	1.6	(1.3)

(Figures in parentheses are for the corresponding period.)
*Dividends are shown net pence per share, except where otherwise indicated. L = loss.® this years figs for 9 months.‡ figs for 15 month period.

RIGHTS ISSUES

Foster John is to raise £2.7m via a one-for-four rights issue at 125p.

OFFERS FOR SALE, PLACINGS AND INTRODUCTIONS

Builder Group is to join the main market via a placing of 2.4m shares and an offer for sale of 1.2m shares at 125p.

City of London PR Group is to join the USM via a placing of 2.1m shares at 95p. Electron House is intending to obtain a full listing in the autumn.

Mid Kent Water is to raise £19m via an offer for sale by tender of £16m nominal of 6% ordinary stock.

Reject Shop is to join the USM via a placing of 1m shares at 140p.

Sumner International is planning a £6.5m placing of convertible preference shares.

PR finds it hard to shed old image

PUBLIC RELATIONS has never exactly had a blue chip image; more that of fish and chips. Whether this is just or unfair is something that provides endless debate, late night and otherwise, for PR practitioners, their critics and supporters. What is not in doubt is the fast growth of the industry.

This past week saw another company, City of London PR, join the Unlisted Securities Market. City, along with two other USM incumbents, Broad Street and Moorgate, is part of that sector of the industry which has seen a particular boom in recent years – financial public relations.

Some feel that financial PR has been a victim of its own success. The area has grown so quickly, the demand at times so far exceeding the available supply of able and experienced people, that clients received an inferior service.

The crucial element in a good PR company – the ability to provide continuity of personal service to clients – flew out the window. Many PR staff played musical chairs, moving from company to company as rivals boosted the salary stakes in a bid to poach experienced personnel. Clients like to think their account executive will be with them for at least a year, but some faced three in that time.

The boom began about four years ago and was fuelled by a number of factors. As the USM began to take off, the number of flotations rose and it became more and more important to fight for fund managers' attention. At the same time, the Government's privatisation programme spawned massive PR exercises.

Then, there was the internationalisation of the securities market. In 1984, just 236 companies were quoted on more than stock exchange; this rose to 472 by 1986 and topped 600 last year. Finally, increased merger and acquisition activity also boosted business.

Traditionally, financial PRs are former journalists and brokers, lawyers and accountants, and/or personable people with a penchant for the business. Lorna Tilbian, agencies analyst at Shepards, says: "As a fallout from the October crash more City people were looking for jobs, and a number of companies are now taking on bright graduates and training them. But, despite the fast growth, it is still very much an owner-dominated cottage industry. After the first band, there is a very big drop to the next level."

Junior Markets

Neil Blackley, agencies analyst at James Capel, sees a trend in the marketplace splitting the business into two segments: the traditional financial press PR – "the gin and tonic brigade" – and investor public relations; that is, targetting potential investors to buy a company's shares, so keeping their price high.

"Investor PR is where the real growth will come in the future, involving stock watch services, AGM organising and proxy soliciting work," says Blackley.

Providing these services also has meant that PR companies are having to become increasingly data base-orientated which, according to Blackley, is a good thing. "It provides an important barrier to entry to the business."

The biggest financial PR group on the USM is Broad Street Group, formed by Brian Basham and Michael Preston in 1977. A reversal into listed shell Stanelco in 1986 gave it USM status. Stanelco was sold that same year and in May 1987 the group acquired Financial Dynamics, another City PR company.

Broad Street became known for its aggressive role in some of the City's most contentious takeover bids. These included the Guinness/Bells bid, when Broad Street acted for the winning side. Later, the agency switched its allegiance from Guinness to advise Argyll during its abortive attempt to acquire Distillers.

Last December, James Gulliver, former chairman of Argyll, paid £1.25m for a 10 per cent stake in Broad Street and moved in as chairman – all part of a move, the company said, to transform Broad Street into a major, broadly-based communications consultancy.

To the City, though, Broad Street has never really lived up to its expectations. In April, the company reported a pre-tax loss of £83,000 for the six months to the end of October last year. This was a £364,000 reversal from the pre-tax profits figure of £281,000 reported the previous year. The company blamed the loss on an abortive expansion into consumer PR and travel and leisure.

"There seems to be a lack of proper control," says Tilbian. "Basham has a high public profile but he is perhaps not as good a manager as he is a tactician."

Moorgate Group, the other USM advertising and public relations company, has yet to report its December year-end figures, which has the City wondering. There are suggestions that the company is having problems with its US subsidiary, Millenium. This week will tell as the six-month deadline for reporting arrives.

Fiona Thompson

HIGHLIGHTS OF THE WEEK

	Price y'day	Change on week	1988 High	1988 Low	
FT Ord. Index	1494.9	+22.3	1496.7	1349.0	Wall St. influences.
Treas.11¾% '03-07	£116 7/16	-1½	£121 11/16	£113 13/32	Inflation worries.
Brit. Telecom.	255	+13	260	193	OFTEL review expected soon.
Colorvision	400	+79½	400	145	Recent interim results.
DRG	434	+29	445	357	KIO stake speculation.
Dawson Intl.	244	+28	246	187	French co. said to be stake-building.
Enterprise Oil	486	+23	496	257	Takeover speculation.
Hogg Robinson GM	183	+27	183	134	Rumours of imminent US bid.
ICI	£10⅞	+⅜	£11 13/16	947	Improved currency outlook.
Ocean Transport	284	+19	300	246	Spec. of another IEP Secs. bid.
Powerscreen Intl.	90	-29	132	90	Annual profits disappoint.
Priest Marians	402	+27	408	280	Chairman increases shareholding.
RHM	396	+23	405	308	Goodman Fielder stake speculation.
Rowntree	£10⅝	+⅛	£10¾	411	Nestlé wins with increased offer;
Savoy A	960	-150	£11¾	733	THF prepared to sell stake.

Racal ready to bounce back

ELECTRONICS and financials crowd next week's list, the former promising some excitement – or, at the least, an opportunity for absorbed analysis.

Chris Tucker, who heads Kleinwort Grieveson's electronics research team, says that RACAL's prelims on Tuesday will take second place to the promised details of the Vodaphone subsidiary's flotation. This was announced at the end of April; the market put Racal down immediately as an imminent takeover target, and the shares took off.

The chairman, Sir Ernest Harrison, is still expected to turn in profits up by more than a third to £135m pre-tax. This is after a 73 per cent jump at the halfway mark and four straight years of disappointing performance in 1983-87.

● On Wednesday, thinks Tucker, GEC might produce some surprises. He notes that it has been the worst-performing stock in the FT-SE 100 since immediately after Black Monday, and some analysts have responded by reducing their profits' estimates. KGS visited the company in April and it has kept its figure at £715m pre-tax, against £668m previously.

Results Due

The hope is that the group will acknowledge its £1.4bn "cash mountain" by paying shareholders a sizeable increase in dividend – and, perhaps, that it will reassert its once-vaunted quality of management by showing how recent acquisitions have performed.

● Wednesday also sees results from THORN EMI, a recovery stock turned bid stock according to recent speculation (although it is itself immersed in a bid battle for the French lighting company, Holophane).

Thorn lost some City fans with last July's $594m acquisition of Rent-A-Center of the US; they did not like the concept – RAC operates a chain of stores renting out video equipment, appliances and furniture, in an operation which is more akin to hire purchase – or the extremely high intsrest rates implied in its charges.

However, Thorn is expected to retrieve some of its position with profits of £215m pre-tax against £160m last time.

● Financials start the week on Monday, with results from S.G. WARBURG and interims from FIRST NATIONAL FINANCE.

Christopher Davis, of Shearson Lehman Hutton, says that Warburg has to be the connoisseur's stock, given its response to the Big Bang with the acquisitions of stockbroker Rowe & Pitman, jobber Akroyd & Smithers, and the Government broker, Mullens.

Chairman Sir David Scholey revealed doubled profits of £77m pre-tax at the halfway mark, and despite all the trials of the second six months – underwriting BP was estimated to have cost the bank £8m net in the wake of the October crash – it is still expected to make £110m for the year, up from £98m last time.

The earlier, 1974 crash and its aftermath overhang sentiment about FNFC, which had to be bailed out at the time; but it seems quietly to be regaining respectability – if, perhaps unfortunately, a liability to pay tax as well.

Davis expects half-year profits to rise from £22m to £29m before tax on the way to £65m (£53m) for the year, reflecting a particularly strong performance from the consumer credit operations.

● Friday brings interims from the TRUSTEE SAVINGS BANK, which has staggered from one critical disaster to another in its short, privatised life. The shares have performed miserably; and while the company is expected to report pre-tax profits up from £132m to £167.5m, it will have to convince the market that there is more in the £729m Hill Samuel acquisition than a massive pre-crash play on highly expensive terms.

Also on Friday, TRUSTHOUSE FORTE will be looking forward to the SAVOY HOTEL's extraordinary general meeting. This will be the latest in a long line of clashes between THF and the Savoy, which it would like to take over. THF itself has interim figures on Monday.

Other names on the list include results from DOWTY, SMITH NEW COURT and DEBENHAM TEWSON & CHINNOCKS on Monday, Tuesday and Friday respectively, and interims from S & W BERISFORD and BLUE ARROW on Tuesday and Wednesday.

SAINSBURY and SEARS both have agms on Wednesday while Thursday features analysts' visits to BRITISH AEROSPACE and BICC.

William Cochrane

INTEREST RATES: WHAT YOU SHOULD GET FOR YOUR MONEY

	Quoted rate %	Compounded return for taxpayers at 25%	40%	Frequency of payment	Tax (see notes)	Amount invested £	Withdrawals (days)
CLEARING BANK*							
Deposit account	2.30	2.32	1.86	monthly	1	-	0-7
High interest cheque	4.50	4.59	3.67	monthly	1	1,000-4,999	0
High interest cheque	4.90	5.01	4.01	monthly	1	5,000-9,999	0
High interest cheque	5.30	5.43	4.34	monthly	1	10,000-49,999	0
High interest cheque	5.70	5.85	4.68	monthly	1	50,000 minimum	0
BUILDING SOCIETY†							
Ordinary share	3.50	3.53	2.83	half-yearly	1	1-250,000	0
High interest access	5.25	5.25	4.20	yearly	1	500 minimum	0
High interest access	5.50	5.50	4.40	yearly	1	2,000 minimum	0
High interest access	6.00	6.00	4.80	yearly	1	5,000 minimum	0
High interest access	6.25	6.25	5.00	yearly	1	10,000 minimum	0
90-day	6.25	6.35	5.08	half yearly	1	500-9,999	90
90-day	6.50	6.61	5.29	half yearly	1	10,000-24,999	90
90-day	7.00	7.12	5.69	half yearly	1	25,000 minimum	90
NATIONAL SAVINGS							
Investment account	8.50	6.38	5.10	yearly	2	5-100,000	30
Income bonds	9.00	7.04	5.63	monthly	2	2,000-100,000	90
Deposit bond	9.00	6.75	5.40	yearly	2	100-100,000	90
33rd issue♦	7.00	7.00	7.00	not applica	3	25-1,000	8
Yearly plan	7.00	7.00	7.00	not applica	3	20-200/month	14
General extension	5.01	5.01	5.01	not applic.	3	-	8
MONEY MARKET ACCOUNTS							
Schroder Wagg	5.56	5.70	4.56	monthly	1	2,500 minimum	0
Provincial Bank	6.91	7.10	5.68	monthly	1	1,000 minimum	0
BRITISH GOVERNMENT STOCKS§							
5pc Treasury 1986-89	8.08	6.80	6.03	half yearly	4	-	0
8pc Treasury 1992	9.48	7.42	6.19	half yearly	4	-	0
10.25pc Exchequer 1995	9.72	7.20	5.68	half yearly	4	-	0
3pc Treasury 1990	7.59	6.80	6.33	half yearly	4	-	0
3pc Treasury 1992	7.57	6.74	6.24	half yearly	4	-	0
Index-linked 2pc1992§§	7.45	6.94	6.63	half yearly	2/4	-	0

*Lloyds Bank.†Halifax 90-day; immediate access for balances over £5,000.♦ Special facility for extra £5,000 §Source: Phillips and Drew. §§Assumes 4.5 per cent inflation rate. 1 Paid after deduction of composite rate tax. 2 Paid gross. 3 Tax free. 4 Dividends paid after deduction of basic rate tax.

RESULTS DUE

Company	Announcement due	Dividend (p)* Last year Int.	Final	This year Int.
FINAL DIVIDENDS				
Alexander (Walter)	Tuesday	-	-	1.5
Avesco	Thursday	-	0.5	-
Bogod-Polepah	Friday	0.05	0.2	0.1
BPB Industries	Thursday	2.2	4.0	-
Bridgend Group	Monday	0.2	-	0.2
Buckleys Brewery	Wednesday	0.9	2.3	0.9
Campbell & Armstrong	Monday	1.3	2.0	1.5
Cohen A & Sons	Tuesday	3.7	6.4	4.1
Courts (Furnishers)	Thursday	1.7	3.1	2.0
Crosby James	Wednesday	-	-	0.5
Delmar Group	Tuesday	-	2.1	-
Debenham Tewson & Chinnocks	Thursday	-	-	1.5
Dowty Group	Monday	2.6	3.6	2.8
Geevor	Wednesday	-	-	-
General Electric Company	Wednesday	1.5	3.8	1.6
Greene King & Sons	Friday	2.0	4.5	2.2
Gresham House	Wednesday	2.4	-	-
Halma	Tuesday	0.5	0.8	0.8
Irish Wire Products	Tuesday	-	-	-
Lees John J	Tuesday	0.5	1.0	0.6
Lister & Co	Tuesday	0.5	2.5	-
Marling Industries	Thursday	0.8	1.3	1.0
Mercury Asset Management	Monday	-	-	-
Millhard Brown	Tuesday	1.2	1.7	-
MS International	Thursday	0.5	1.5	0.7
Nasco Investments	Wednesday	1.0	-	2.0
Northumbrian Fine Foods	Tuesday	-	0.6	-
Racal Electronics	Tuesday	0.8	2.6	1.1
Scantronic Holdings	Thursday	0.4	0.8	0.4
Scotts Restaurants	Tuesday	-	3.3	-
Shanks & McEwan	Thursday	-	-	-
Smith New Court	Tuesday	2.0	6.0	2.5
Southend Property Hldgs	Tuesday	-	0.1	0.1
Sterling Publishing	Monday	-	2.2	-
Stonehard	Tuesday	-	-	-
Sytone	Thursday	2.6	6.4	4.0
Thorn EMI	Wednesday	5.0	13.5	6.0
Triplex Lloyd	Thursday	0.7	2.5	1.2
Turnbull Scott	Monday	3.0	6.8	5.0
Walker & Staff	Thursday	-	2.7	-
Warburg SG	Monday	3.0	7.8	2.5
Wiggins Group	Thursday	1.2	3.1	2.0
Wooltone Sebenware	Monday	-	2.0	1.4
INTERIM DIVIDENDS				
Berisford S&W	Tuesday	4.0	10.0	-
Blue Arrow	Wednesday	1.0	0.8	-
Crest Nicholson	Tuesday	2.0	3.7	-
Dochas	Monday	-	0.2	-
First National Finance	Monday	3.0	5.7	-
Hardys & Hansons	Wednesday	8.2	18.3	-
Hay & Croft	Thursday	-	2.5	-
Kleinwort Benson Gilt Fund	Friday ‡	28.4	31.2	-
Lowe Robert H	Monday	1.0	1.8	-
Oakwood Group	Tuesday	-	1.0	-
Throgmorton Trust	Thursday	2.1	7.8	-
Trusthouse Forte	Monday	1.5	5.8	-
TSB	Thursday	1.2	2.4	-
Warner Holidays	Thursday	-	-	-

*Dividends are shown net pence per share and are adjusted for any intervening scrip issue. ‡ per share gross

Dollar's rise may give Tokyo a yen for the US

THE JAPANESE love to invent new words for their language. For the last two years, the trendiest word in Tokyo has been *en-daka*, meaning high yen. This week, of course, the new word has been *dolla-daka*, meaning high dollar.

The dollar's noble comeback has shocked more than a few Japanese, who have become quite comfortable with their supercurrency. Stock brokers were talking excitedly this week about the

Japan

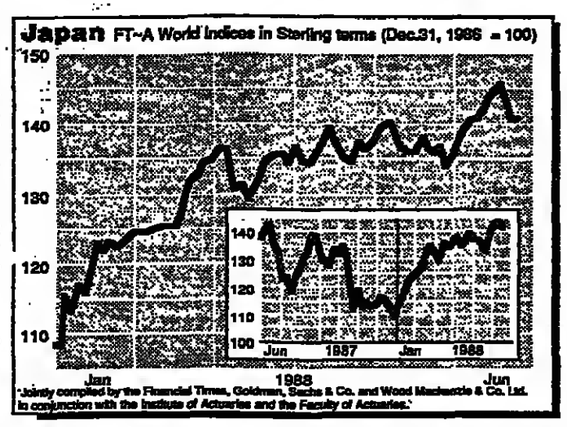
possibility of the Bank of Japan launching a yen-buying spree to keep the dollar down. Others were passing around the story that Nomura is advising its clients to dump Tokyo stocks and buy Wall Street – fast.

Both stories, so far, have been denied. Japan's central bankers sniff at the idea that they need to intervene on the yen's behalf. Just the notion that it could raise interest rates has pushed the Government's benchmark 20-year bond to 4.9 per cent on Thursday, an eight-month high.

The possibility that Japanese brokers are moving their clients into US equities, however, is even more intriguing than the possibility of an interest rate rise or a yen-buying campaign from the Bank of Japan. Tokyo, as its fans now know, is heavily influenced by the huge amounts of cash available for investment. Since the October crash, Japanese fund managers have added to the domestic supply of cash by cutting back on foreign investment. This, in turn, has helped to fuel Tokyo's phenomenal recovery since Black Monday.

Could *dolla-daka* change all this? The TSE was already slipping earlier this week, before the news of the dollar's comeback. The TSE index closed at 27,750 yesterday, 2 per cent off its all-time record, reached earlier this month. Brokers have been calling this a cooling-off period, rather than a decline or its better-known auphamism, a correction.

Up until the excitement over the dollar, which started midweek, the Japanese purchases of US government bonds had been going slowly, estimated at just $3bn for the first 20 days of the month, against $10bn in May and $9.1bn in April. In the last few days, however, purchases have been "extremely active," according to those in the US bond market, while volume on the currency markets in Tokyo was touching record levels.



Jointly compiled by the Financial Times, Goldman, Sachs & Co. and Wood Mackenzie & Co. Ltd. In conjunction with the Institute of Actuaries and the Faculty of Actuaries.

A Japanese rush into Wall Street, however, looks unlikely. Most currency traders are forecasting that *dolla-daka* cannot last out the summer and may dry up by the end of this month. Friday's close of Y129.7 to the dollar could be followed by a Y130 or Y132 dollar, but beyond that, they believe that central bankers will step in and stamp the dollar back down.

The Bank of Tokyo, for example, sees a top of Y131 to the dollar this month, with most other banks forecasting Y130 or less.

Meanwhile, at the Tokyo Stock Exchange, business was respectable if unexciting this week. Things had calmed down sufficiently by Thursday to ensure that afternoon trading hours, which had been curtailed during an earlier buying frenzy this month, were reinstated. Nonetheless, volume remained strong, with 1.6bn shares changing hands yesterday.

Nomura, of course, strenuously denies the rumour that it is stuffing clients into US stocks and equities. Michio Oikawa, a senior manager in Nomura's equity department, said yesterday that the rumour was "ridiculous."

"It is bonus season in Japan, there is strong economic growth and huge corporate liquidity here. It's not one market or the other, anyway. Sure, some money will go to New York, but it does not mean that investors will decrease their investments here," says Oikawa. As a result, he says, "our outlook (for Tokyo) is quite aggressive."

FT-ACTUARIES WORLD INDICES

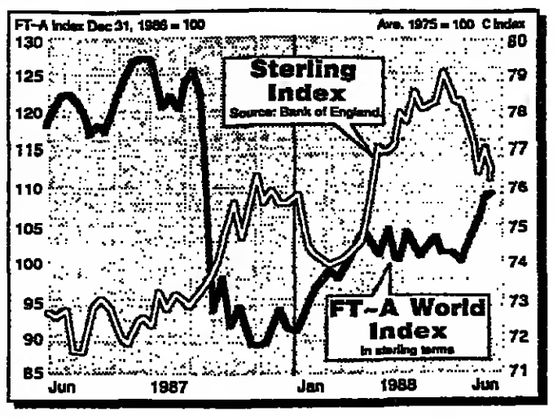
Country	£ Sterling % change from Dec 31st 1987	£ Sterling % change since June 24th 1987
Australia	+50.7	+2.4
Austria	−9.5	−8.9
Belgium	+27.1	−7.0
Canada	+24.1	−7.7
Denmark	+20.3	+0.3
France	+19.2	−15.9
W Germany	+5.5	−27.5
Hong Kong	+31.1	−16.3
Ireland	+43.3	−0.8
Italy	−0.5	−33.9
JAPAN	+26.2	+3.8
Malaysia	+45.5	−18.5
Mexico	+71.6	−37.7
Netherlands	+18.1	−19.6
New Zealand	+15.5	−23.4
Norway	+32.1	−15.9
Singapore	+34.3	−22.9
S Africa	+0.9	−28.1
Spain	+26.8	+18.7
Sweden	+29.6	−2.6
Switzerland	+4.6	−23.9
UK	+10.6	−14.6
USA	+19.1	−18.7

© The Financial Times, Goldman Sachs and Co, Wood Mackenzie and Co Ltd 1987

Liquidity, however, like water in the ocean, is very hard to measure. Some brokers are arguing that Japan's rapid economic growth this year surely means tighter monetary policy from the Bank of Japan, which will be aiming to keep inflation at bay. This in turn will turn down the money supply spigots and could dampen sentiment further for equities.

In the meantime, the establishment of new investment trusts totalling around Y5,000bn this month and next should provide the necessary gruel to keep Tokyo busy. Against that, brokers point out that a heavy flood of new issues is expected to hit a peak in July of Y1,900bn, compared with Y1,400bn in June. A recent report from Hoare Govett in Tokyo pointed out that such concentrations of financings have led to market corrections of between 5 and 18 per cent over the past four years.

In weighing up the Tokyo market, perhaps more than in any other market, sentiment is something worth keeping a finger on. At the moment, Japanese sentiment is good. The Japanese are proud of their strong economic growth and their ability to deal so well with *en-daka*. Should sentiment turn sour, because of encroaching inflation, tighter monetary policy or higher oil prices, for example, most analysts believe that the new issues will simply dry up, because companies do not need the money anyway.



This means that liquidity rumour-mongers, whether they see the money mailed to the US or swallowed up by new issues at home, may be jumping the gun. Tokyo's towering price/earnings ratios, it seems, are becoming part of the skyline in Japan. To seasoned foreigners sitting in London or New York, this may be complacency on the part of the Japanese, but it is awe-inspiring nonetheless.

Akio Kohno, chief economist for UBS-Philips & Drew, in a recent report sums up the bullish mood which persists in Tokyo: "Through the beneficial impact of lower prices resulting from yen appreciation and the boost to demand from easier fiscal and monetary policy, the Japanese economy has achieved what all seek but few have found – low inflation and high growth. While markets focus on the dangers of higher inflation and slower growth, we believe that the greater risks revolve around exogenous factors, particularly things American."

So much for *dolla-daka*?

Carla Rapoport

Rally heralds a moment of truth

THIS WEEK the market's doubts were finally laid to rest. After Wednesday's 43-point surge in the Dow Jones Industrial Average to a new post-crash high of 2,152.20, nobody could question any longer that the long-awaited summer rally was for real.

This became even more apparent on Thursday, when the inevitable profit-taking set in. The fact that the market was able to hold Thursday's losses to a paltry 3.91 points was a great encouragement for the bulls.

"The market showed enormous resilience and easily managed predictable profit-taking after the fireworks of the last few days," said Hugh Johnson, chief strategist at First Albany yesterday morning.

The same sentiment was echoing all round Wall Street. "After such a big move, the market is giving a tremendously good account of itself. The summer rally really has begun," declared Peter DaPuzzo, head retail trader at Shearson Lehman on Thursday night.

As encouraging as Thursday's miniscule decline in the Dow

Wall Street

Industrials was the day's 7.91 point advance in the Dow Jones Transportation Average, which tracks the performance of 20 railroad, airline and road haulage stocks and which is used by many market players as a cross-check on peaks and troughs in the industrial and service stocks.

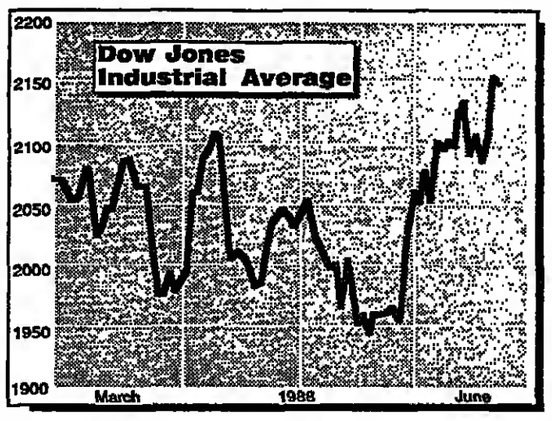
By Thursday night, this index, which had been left far behind in the initial phase of the summer rally, stood only 1.6 per cent below the post-crash high it hit on March 23. If and when that peak is surmounted, the "confirmation" of the Industrials by the Transportation Index is likely to bring a substantial number of technically-oriented buyers into the market.

But most encouraging of all, at least from a short-term standpoint, was the absence of the sort of generalised euphoria on Wall Street which might have indicated that everyone with a spare dollar had already put it to work in the market. While there are now quite a few analysts predicting a Dow of 2,400 by the autumn, there are just as many continuing to quibble about the durability and strength of the summer rally.

Indeed, the level of around 2,150 on the Dow – which continued to act as a barrier to any further advance on Friday morning – had been identified for some time as the probable limit of a post-crash rebound by several of Wall Street's most respected market timers.

This school of thought has included Robert Prechter, the Elliot Wave theorist whose sudden switch from extreme optimism to moderate pessimism in the second week of October was a significant factor in the market crash, and Steven Einhorn, the Goldman Sachs strategist who advised institutional clients more discreetly to raise cash in September, well before Wall Street's disastrous decline gathered momentum.

However, the continuing scepticism of numerous timers, along with the apparent solidity of the market's fundamental underpinnings at present, suggest that the summer upswing could still have further to go. As this column has argued repeatedly, 2,250 on the Dow seems to be more plausible than 2,150 as the current rally's eventual target.



At 2,250, the post-crash market will have reached its moment of truth. At 2,250, the market will finally have retraced the 508-point drop of Black Monday. It will have taken more than nine months to undo the damage suffered in just 6½ unforgettable hours of trading. But be that as it may, the damage will have been undone.

At that point, investors will finally have to look themselves in the face and think deeply about both the past and the future. The market will stand almost exactly mid-way between the record of 2,722 it hit on August 22 and the nadir of 1,739 on October 19.

Investors will then face a clear-cut decision: to bet on a return of the euphoria which fuelled the market's vertical ascent last summer, or to cash in their chips, pocketing the very substantial gains from whatever stocks they bought prior to the 1987 summer rally.

The market's collective choice at that point is likely to be based squarely on economic fundamentals, not on the psychological and technical factors which have been driving stock prices up and down since the crash. If what investors see ahead is a continuing economic expansion, with moderate inflation and steady progress towards an international rebalancing of trade patterns and consumption, they may well opt for the bullish alternative.

However, if there is even one major economic peril on the horizon – be it an excessive fall in US house building and consumer spending, a major weakening of domestic demand in Japan or Europe, a stalling in the growth of US exports or a big upsurge in inflation – prudent investors are more likely to take their money and run. At that point it will be clear that October's crash was not just a one-day wonder and the real bear market will have begun.

Monday	2083.93	−	20.09
Tuesday	2109.17	+	25.24
Wednesday	2152.20	+	43.03
Thursday	2148.29	−	03.91

Anatole Kaletsky

Barry Riley looks at the Inland Revenue's drive to increase tax yield

Spectre haunting life assurance

ALL YOU life assurance policyholders across the nation – is the Inland Revenue after you? The answer would appear to be yes, following a discussion document it published at the end of last week.

The increase in tax yield has lagged well behind the growth of the life assurance sector, said the document, which outlined proposals to make up a shortfall in tax paid compared with what might be regarded as the appropriate full tax burden.

However, Peter Dugdale, the chairman of the Association of British Insurers (ABI), this week gave a different interpretation. After a quick reading of the document by his tax committee, he said reassuringly: "Our first impressions are that it gives no cause for concern on the part of existing policyholders."

The booming life assurance industry has brushed aside the effects of a previous foray by the tax men when life assurance premium relief was abolished in 1984. The loss of that subsidy has not prevented rapid growth.

Launching the ABI annual report, Dugdale (of Guardian Royal Exchange) announced growth of 19.5 per cent in life assurance business during 1987 on top of the 24 per cent growth the year before. There has been a particular boom in lump sum, or single premium, policies; sales of these jumped almost 30 per cent to £9.5bn.

However, the tax man is still the spectre at this feast. The Revenue has spent many months preparing the discussion document, which originally was expected around the time of the Budget in March. Some claim it has had to be rewritten.

All the same, the Revenue still has its eyes on extra tax. Apparently, it would like to collect two or three times the estimated £700m-£800m the life industry paid in 1986.

So, is Dugdale being complacent in assuming that policyholders will be unaffected? Presumably, he is reasoning that past benefits will remain intact and that any new tax regime will not take effect for several years. When it does, though, much of the burden could fall on the companies rather than policyholders.

One aspect of the present regime that annoys the Revenue men is that although tax may be deducted from policyholders' benefits, often this is never actually paid over by the life companies, which manage to defer the liabilities indefinitely.

One device, for instance, is to bold assets within a captive authorised unit trust which barely is marketed to the public. Investments owned by such a trust are exempt from capital gains tax.

According to the Revenue's document, the net capital appreciation of life company assets amounted to some £50bn in the six years to December 1986. It is thought that more than half of this was used to fund benefits, and must have financed to a considerable degree the £45bn of policy benefits paid out during the period. But only a derisory amount of capital gains tax was ever paid by the companies.

So, if the tax largely has been retained within the companies, policyholders may not be much worse off in practice if the Revenue bites. It is a bit different with mutual offices since the policyholders own them and cannot be unaffected by the level of tax they pay.

In general, the Revenue wants to impose fairer levels of taxation across different forms of savings. Unit trust companies, for instance, are placed less well in most respects at present.

Achieving a level playing field is not going to be easy, though. Three approaches are considered by the Revenue. First, it could try to devise a system of taxing returns in the hands of policyholders, focusing on investment-linked products.

Second, it could try to dream up a new Schedule X tax specifically for the life industry. And, third, it could try simply to claw up the worst aspects of the accumulation of *ad hoc* measures over the years. To many, this appears the most likely, but possibly the least satisfactory, outcome.

The Revenue also faces the complication of 1992, when Continental life offices could gain free access to the UK market. The ABI is concerned to point out the dangers that would follow if the Government were to slap extra taxes on British life companies and allow them to be undercut by foreign-based competitors.

Since returns on life policies are so much worse in other European countries than in the UK, the idea of a Continental invasion seems fanciful. It is more likely that UK life offices would set up Continental operations that would draw business from the UK to benefit from more favourable tax rules.

As they busy themselves raking in premiums of something like £35bn a year, the leaders of the life industry are inclined to play down the significance of the Revenue's initiative. Certainly, it has little practical relevance over the next year or two.

In the longer run, though, there could be quite important implications for the way savings' flows are channelled in Britain. Perhaps the UK will not always have as many as 90m separate policies in force. The Revenue means business.

Vive la France

A SPECIALIST mortgage service for UK residents wanting to buy property in France has been launched by UCB Home Loans Corporation, part of the Paris-based Compagnie Bancaire group.

Le Mortgage, as it is called, will arrange through its French parent everything from the money itself to valuations, solicitors and foreign exchange transactions.

There is a maximum advance of 80 per cent of the property's value, ranging from a minimum of £15,000 to a maximum of £1m. Joint buyers can apply for loans up to three times their primary income and equal to any secondary income, but any UK mortgage will be taken into consideration.

Repayments are in sterling but the advance and the 10 per cent deposit made to the seller have to be converted into French francs. Compagnie Bancaire will also arrange French franc mortgages.

UCB Home Loans, based in Wallington, Surrey, will charge a standard administration fee of £100 and an initial valuation charge of £300.

•

AMERICAN Express has introduced a re-mortgaging service for holders of its Gold Card. This dispenses with arrangement charges, valuation, land registry or solicitors' fees.

The Property Plan means you can increase the size of your mortgage, based on the rise in the value of your house, without incurring the normal expenses involved in such a manouevre.

Although there are no fees for setting up the mortgage, it has to be linked with an endowment policy or pension plan. Minimum mortgage available is £65,000 and the maximum is 80 per cent of the property's valuation.

•

NATIONAL Westminster is to provide a cheque book with its Special High Interest Reserve Account.

Other new features to the account, introduced immediately for new customers and from July 18 for existing account-holders, are a reduction of the minimum balance from £2,000 to £500; scrapping the previous £250 limit on payments in; and lowering the minimum withdrawal from £250 to £100.

Instant access to your money, without loss of interest, remains and you can still transfer amounts from the Special Reserve to your current account by a telephone call to your local NatWest branch.

•

SUN LIFE has become the latest assurance company to offer an investment plan combining an annuity and unit trusts. Part of the investment is used to buy an annuity that provides a guaranteed income for five years, while the remainder is put into unit trusts that give additional income in the form of dividends as well as the possibility of capital growth.

If a 6 per cent annual growth in the value of the unit trusts is increased, a gross return of the original investment will be available at the end of the five-year period. But you can retain the unit trust holdings after the annuity period ends.

Mark Bevington on the implications of the Thornton-Dresdner merger

A marriage of true minds?

THE TAKEOVER of the Thornton investment management group by the Frankfurt-based Dresdner Bank is now a formality following the issue of the offer document last week. However, it raises the question of whether it is merely one of the first of many Anglo-German mergers as the 1992 deadline for full harmonisation of the European Community approaches.

David Pinckney, managing director of Thornton Management in London, likes to see the deal as a unique one. However, he concedes that "it may set a trend. We may not see a whole series of such marriages but there could well be a lot more. I wouldn't be surprised if we turn out to be the first of such arrangements."

In many ways it is surprising that Thornton is setting a possible trend in linking up with a powerful German bank. As an international fund management group, which combines offshore funds, unit trusts and a pensions portfolios, Thornton has, in the past, consistently emphasised its skills in specialised niche markets, especially the Far East.

However, Pinckney sees no contradiction in becoming part of a much larger international group, which he says will provide the main niche business with "increased financial muscle."

He insists that the deal was attractive for Thornton not so much for the money but for what also Dresdner offered: a distributive network in Europe and range of outlets on the continent "providing a blend of market opportunities."

It was Thornton's international reputation, particularly its expertise in South-East Asia, that first attracted Dresdner to the British group.

Ironically, this came in the dark days following the October stock markets crash. In November Richard Thornton, founder and executive chairman of the group, spoke to a gathering of pension fund managers in Hong Kong and made a strong case for investment in South-East Asia and Japan. This brave stance, at a time when the markets were in chaos – trading in Hong Kong was suspended for four days – apparently greatly impressed the Dresdner financial scouts and they immediately proposed the takeover bid.

According to Pinckney the group had already been actively "courted" by a series of companies. Nevertheless, Dresdner had to pay only £127 per share, valuing Thornton at £25.2m

Despite David Pinckney's gloss on how the deal with Dresdner Bank came about, the fact remains that Thornton was planning a public flotation last November.

The reason for the flotation was that Hoare Govett, a major shareholder, wanted to bring its holding down to less than 5 per cent.

The October stock markets crash put paid to flotation plans, reducing dramatically the value of the group's funds under management.

Pinckney strenuously denies any such thing: "We were not forced to merge. The cancellation of the flotation did not put any pressure on us and stories of a forced sale are totally unfounded. We could have remained independent. It was just that we had a number of offers which, in the interests of our shareholders, we had to consider. Dresdner happened to be the best of them."

Dresdner sees in the takeover a chance to internationalise its fund management capabilities.

Dresdner's foreign acquisition ambitions would appear to stop here - it says it plans no further bids.

Three cheers for Mickey Mouse

THIS MONTH, my two young daughters received another informative quarterly report from the Walt Disney Company of the US addressed, as usual, to "our owners and fellow Disney employees." I was impressed, since it demonstrates that the Disney board of directors recognises that it is the shareholders – large and small – who own the company.

Such enlightened attitudes by some US companies appear to have increased ever since a number of groups came under attack by corporate raiders like T. Boone Pickens and Carl Icahn. In a book published last year, Pickens pointed out that the typical chief executive of a large company owned very few shares in it, and noted: "As a result, the goal of the professional manager is like that of a bureaucrat. The emphasis is on bigger budgets and expanding empires, not on serving the interests of the owners."

It is a pity there are not individuals with the financial muscle and character of Carl Icahn in the UK to shake up some British managements. For example, if most US companies do not whine about sending out quarterly reports to their shareholders, why should certain British companies complain about the cost of sending out just one full annual report to their owners?

Far more Americans own shares in more than two companies compared with the UK. I am sure that one of the reasons for this is that the arrival of a report every three months jogs people's memories about the companies in which they have invested and, perhaps, encourages them to buy more shares.

I find it amazing that a Government committed to wider share ownership should have agreed that provision would be made in the next Companies Act to allow companies to send their shareholders only "short summaries of their financial results rather than full accounts."

It will be interesting to see if those companies which hope to send out shortened accounts because of cost also cut out the expensive colour pictures of their chairmen and executives.

In the past, some pictures of chairmen have almost persuaded me to sell shares in their companies. Those with triple chins and bloated features make me wonder if they spend more time scoffing in expensive restaurants than doing their job properly.

The appearance of some company executives on television can also deter me from buying certain shares, while encouraging me to buy others. Some executives give a very good impression: they seem keen, enthusiastic, and really committed to their companies. Others mumble, look half-asleep and sound more like bureaucrats than enterprising managers.

Annual general meetings can also be distinctly off-putting for investors. Last winter, I arrived at a plush London hotel for the AGM of a company in which I had a small number of shares. I was 10 minutes early, but thought I could sit in the meeting hall and re-read the annual report. However, the doors were closed. "You can't go in yet. They're not ready," said a member of the hotel staff.

I peered through the glass panels in the double doors. Inside were lots of people wining and dining and smoking fat cigars. I felt like a poor orphan in a Dickens novel. Who were all these people enjoying themselves? They were, I learned later, investment analysts, representatives from City institutions and "friends" of the company.

Other small shareholders soon arrived and we all waited patiently for the doors to open and let us in. We needn't have bothered. The chairman said nothing interesting or new and the whole meeting lasted less than 10 minutes.

I do not object to companies entertaining analysts, fund managers and other people – but not if it also means they treat their private shareholders in such an offhand manner.

Soon after, I sold my shares in that company, and I was delighted to read recently that it has met some problems with one of its businesses. "Serves them right," I thought.

T. Boone Pickens would not have approved of my action. He believes that executives who say: "If you don't like the way we run the company, then sell your shares" is rather like saying: "If you don't like the way the gardener mows your lawn, sell your house."

Unfortunately, I am not as wealthy as Pickens. But I will be sorely tempted in future to stand up and express my views at the AGM of any company in which I hold shares and which does not treat its owners properly.

As a shareholder, I want full reports on company activities. At the same time, I am strongly against directors who hold few shares abusing their positions by appointing unqualified friends and relatives to their boards and acting generally as if the company was their private fiefdom.

If the Government really does want to make changes in the Companies Act, perhaps it should emphasise the fact that shareholders are the owners of companies by replacing the word "shareholder" with "co-owner," while holders of non-voting shares could be called "participants."

Kevin Goldstein-Jackson

Trust transfer

A CASE OF going from the frying pan into the fire? Midland Bank plans to wind up one of its worst performing unit trusts – the Commodity and General Unit Trust – next month, but will try to persuade unit-holders to transfer to another high-risk fund launched this week, the Midland Mandarin Trust.

The trust will invest in Far Eastern stockmarkets, with the notable exception of Japan. Initially, it will concentrate on the "well-established economies" of Hong Kong, Singapore and Malaysia and the "promising" smaller markets of Thailand, Philippines, Taiwan and South Korea.

Options for investing in Australia, New Zealand and India will also be provided.

This area is booming now, and has big growth potential. However, past experience has shown that Far Eastern markets can be extremely volatile. On this basis it is, perhaps, logical to invite the unfortunate holders of the Commodity and General Trust Unit to risk another drubbing since they are probably the most speculative of the Midland unit trust clientele.

According to *Money Management* figures, £1,000 invested in the Commodity and General fund a year ago would now be worth only £634.

With the current trust deed due to expire on August 26, Midland has decided to call it a day.

There are about 2,500 holders still left in the fund and they are being asked to vote in favour of amalgamating it with the Mandarin Trust. If the required majority is not achieved then it will be wound up.

Units in the Mandarin Trust will be offered at a fixed price of 50p until July 15 and in that period there will be bonus allocations of units equal to 1 per cent for investments over £1,000 and 2 per cent for investments over £3,000. You receive another 1 per cent if you have a Midland Bank High Interest Cheque Account.

John Edwards

Beat the deadline

BE SURE you vote on June 29. That is the urgent message being sent to holders of Abtrust, Atlanta and Baltic Trust unit trusts which, if the proposal is passed, will be merged into a single range under the Abtrust name.

The main purpose of the triple merger is to form a single, stronger group and weed out some of the funds which have been poor performers. The number of funds, many of which were overlapping and investing in the same areas, will be cut from 22 to 13.

However, legal delays mean the proposal to merge is being put to holders very close to the July 1 deadline when revised regulations for new unit trusts come into force. So, if the June 29 vote is inconclusive, a whole new set of proposals will have to be formulated to meet the revised regulations, causing a further long delay.

To approve the merger plan, 75 per cent of a quorum voting has to be in favour. With seven of the unit trusts this should be no great problem, since the quorum needed is only 10 per cent of the total holdings. But with two of them – the Atlanta High Income and Atlanta International – the quorum has to be as high as 33 per cent. That could be a problem if the holders are apathetic in voting.

Eric Short suggests some of the issues to keep in mind when deciding whether to make your own financial arrangements for old age

Personal pension schemes open up the retirement vista

PERSONAL PENSIONS at last become an option for company employees next Friday. So now is the time to decide the best way to ensure an adequate income in old age.

Since April, membership of company pension schemes has been voluntary. But from July 1, employees leaving their company scheme will also be able to make alternative pension arrangements through a personal scheme.

There are several questions to consider. Should an employee rely on the Government, on his company or on his own personal pension to provide a suitable retirement income, or on a combination of these three?

Since the benefits now provided by the Government's basic scheme and the additional State Earnings-Related Pension Scheme (Serps) are abysmal, doing nothing is the worst decision possible if you are not already in a company scheme. Especially as the Government has actually provided a financial incentive to leave Serps.

So how do you set about planning for your pension if you work for a company that has no pension scheme? As the decision tree opposite illustrates, the answer is to take out a personal pension.

Personal pensions are available in two basic versions: an Appropriate Personal Pension (APP) which is used to contract out of Serps, and an ordinary Personal Pension on top of Serps or an APP. You stay in the basic government scheme whatever you decide.

For younger employees, up to around age 45 for men and 40 for women, an APP provides higher benefits on a year-by-year basis than Serps. Older employees are better off taking out an ordinary personal pension and staying in Serps.

However, for younger employees an APP will not, in itself, provide an adequate pension, and they should make further contributions to an ordinary personal pension.

If you have dependents it is also a good idea to take out life insurance cover since, unlike with company schemes, this is not provided automatically by personal pensions.

When you reach the age of 40 or 45, you can cease to pay any further contributions to your APP and instead let the fund continue to grow until your retirement, in the meantime rejoining Serps. Nevertheless, it is essential you continue contributing to an ordinary personal pension contract and still maintain some life cover.

Employees planning to change jobs will be better off with a personal pension scheme

A considerable number of employers, many of whom have never had any pension arrangements for employees, are setting up company pension schemes operating on the money purchase system comparable to personal pensions.

Such schemes offer complete portability should the employee change jobs.

Employees whose companies offer such schemes would be well advised to use them rather than take out their own personal pension.

The most difficult decision faces those employees who have to decide between taking out a personal pension or favouring a company scheme where benefits are based on final salary.

Here employees need to consider five very important factors:

- Age.
- Marital status.
- Whether they expect to stay with their present employer or change jobs, and when such a change might take place.
- The contribution rate paid by the employee to the company scheme.
- What the employer's attitude is towards employees who opt out of the company arrangements and take a personal pension. Will the employer contribute towards a personal pension? Will the employer provide death and disability benefits even if on a reduced scale? Will the employee have at least one opportunity to rejoin the company scheme?

In general, older employees (40 years and upwards for men and 35 and upwards for women) should stay in, or join, the company scheme. But employees planning to change jobs would generally be better off with a personal pension - there is still a financial penalty for early leavers from a company final salary scheme.

Older employees who regard themselves as possible job-changers face a dilemma.

On the one hand, company schemes provide spouses' pensions automatically at no extra cost to the employee. With personal pensions, the employee has to pay for a spouse's pension. (This does not apply to APPs where the pension is on a unisex, unistatus basis.) Therefore, company pension schemes offer more to married employees than to single employees.

The ultimate benefit from a personal pension depends, among other things, on the level of contributions paid into the contract, as well as on the investment performance of the fund.

If the employer is not prepared to make a contribution to an employee's personal pension, while underwriting the company scheme, it will be difficult for the personal pension benefits to match those of the company scheme, even with a good underlying investment performance.

The majority of employers, backed by the trade unions who oppose personal pensions, are taking a hard line and in most cases refusing to make any contributions to personal pensions other than the National Insurance rebate payable to those contracting out of Serps.

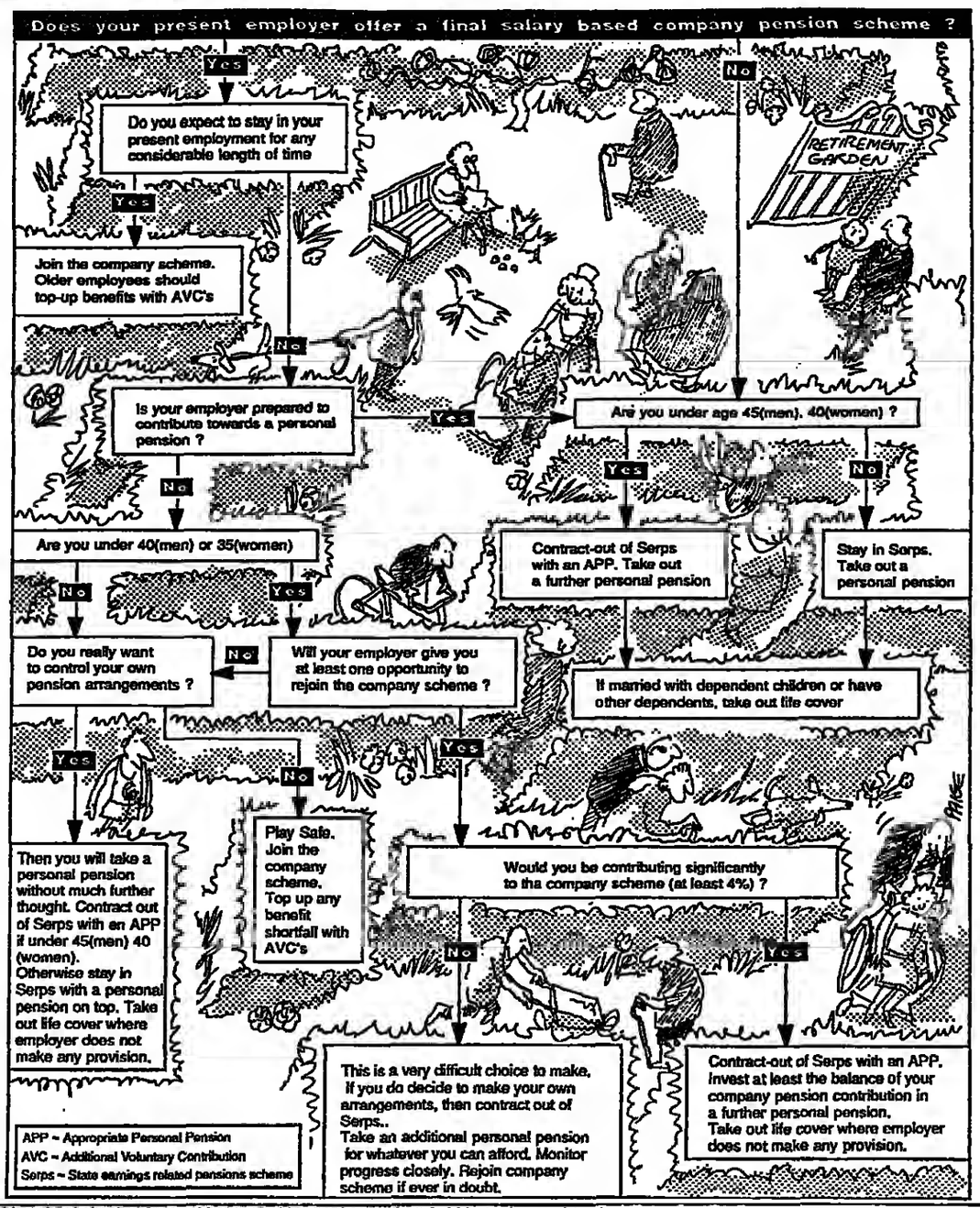
However, if employees are already paying a high level of contribution (at least 4 per cent) to the company scheme, they can switch to a personal pension providing adequate benefits without incurring extra costs.

Employees in a non-contributory company scheme, of course, have less incentive for opting out.

The only way to decide which pension arrangement is most suitable is to make a list of advantages and disadvantages and see which outweighs the other.

The choice of contract and life company (or other provider) should not even be thought about until the actual decision to take a personal pension has been made.

That is the second stage in the decision-making process, which will be discussed next week.



Investors who may stand to gain

THE ABOLITION of Capital Gains Tax on any profits made prior to 1982 provides an ideal opportunity for investors to review their portfolios. You may no longer be faced with a large tax bill when selling some long-standing shareholding, if the shares have not performed too well since 1982.

With allowance for inflation since 1982 available through the indexation allowance, it may well be possible in some cases to take a sizeable profit on a sale of shares free of tax. It depends what the share or unit trust value was on March 31 1982 compared with the present price.

During the sustained bull market, some companies achieved most or all of their growth prior to 1982 and have been dull performers subsequently, so the tax liability could be very small.

However, selling shares in a company that has risen in value during recent years could mean a large tax bill, especially as you may be liable to Capital Gains Tax at the higher rate of 40 per cent and with the annual exemption now cut to £5,000.

To help you evaluate the new situation created by the Budget changes in Capital Gains Tax the Financial Times has published a booklet giving details of the value of shares and other assets on March 31 1982. The share valuations, held on the Datastream research database, have been adjusted for bonus issues, nominal value changes and capital reconstruction. They are, however, middle market closing prices on March 31 1982, not the official Stock Exchange quotations on that date, so they may differ slightly from the Inland Revenue valuations.

Nevertheless, they provide a useful guide. In addition to UK equities, the March 31 1982 prices are given for unit trusts, offshore funds, US equities, other overseas shares and international bonds.

■ The booklet, CGT (Capital Gains Tax, the key figures for calculating your tax) priced £7 is available from Lorraine Spong, Publicity Department, Financial Times, Bracken House, 10 Cannon Street, London EC4P 4BY.

John Edwards

· FINANCE & THE FAMILY ·

A catch avoided

PENSION planning in the UK enters a new era next week. But how will this affect expatriates? From July 1, UK employees who choose not to belong to their company pension scheme will be able to take out a new personal pension plan. If you are a British expatriate who is eligible to stay in your employer's UK-approved scheme you could well be wondering whether you have the same choice. In theory, you do, but there is a catch.

To take out a personal pension plan, you have to have UK emoluments – that is, earned income, which is liable to UK income under Schedule E. Investment income and rental income from a property in the UK do not count, so few expatriates will qualify for a UK personal pension plan.

Of course, this does not mean that you cannot make your own provision for retirement. There are a wide range of investments at your disposal, such as offshore funds, equities, unit trusts and insurance-linked products.

If you have the time, the expertise and the inclination, you may decide to create your own portfolio, basing your selection on your anticipated retirement needs; or you may rely on a professional. However, you must understand that the offshore portfolio which you, or your adviser, set up does not enjoy the tax breaks which apply to a UK plan.

Equally, you are not bound by the restrictions which apply to a UK plan, controlling how much you can save, how large the lump sum can be on maturity and when you can start to receive any income. There is no such thing as an expatriate personal pension plan, as recognised by the Inland Revenue.

Nevertheless, some products have been specifically packaged to meet the retirement needs of expatriates, which are marketed as pension plans, although it may be more accurate to describe them as specialised savings plans, since none of these offshore arrangements is recognised by the Inland Revenue as a qualifying pension scheme.

To decide which investments are most likely to fulfil your retirement needs you will have to analyse your current circumstances and do some crystal ball-gazing. Your decision should be based, for example, on how much you can afford now and for the forseeable future; when you expect to retire; and where you expect to live after retirement.

You should also think carefully before committing yourself to any long-term arrangements. Although expatriates often enjoy a high disposable income and can save substantial sums, circumstances can easily change.

Ideally, your investments should be as flexible as possible, so that you can stop saving and start making withdrawals without incurring any penalties if things do not go according to plan. Bearing this point in mind, take a close look at the encashment facilities of any product you are considering.

Amanda Pardoe

Toast to a tappit-hen

CHRISTIE'S had many bids from continental sources for its summer finest and rarest wine auction this week, and the rarities were dominated by an unusual number of single bottles of 19th century Bordeaux.

However, the top price of £20,000 was paid by a Middle Eastern buyer for a tappit-hen (a Scottish bottle-size generally holding the equivalent of 2.5 normal bottles) of Lafite 1811, the famous (comet) wine never before sold at Christie's. Single bottles of Yquem 1831 and 1847 went for £3,500 and £6,600 apiece.

Among other single bottles sold of 19th century claret with the prices in brackets, were Lafite 1883 (£1160), Mouton-Rothschild 1887 (£130), ch. Margaux 1888 (£180), Monton-Rothschild 1890 (£200), Lafite 1893 (£260 a magnum), Lafite 1894 (£380) and Lafite 1900 (£580).

High prices for dozens of less ancient first-growth clarets included Haut-Brion 1926 (£1,500), Mouton-Rothschild 1928 (£2,800, ch. Margaux 1929 (£1,600), Ausone 1929 (£1,000), Mouton Rothschild 1947 (£1,500), Cheval-Blanc 1947 (£2,500), while a single magnum of the Petrus 1961 went for £2,300 – a record for this saleroom.

Edmund Penning-Rowsell

Christine Stopp on the options available to companies from July 1

Unit trusts put price on change

UNIT TRUST groups have until July 1 to decide how to comply with the new pricing regulations laid down under the Financial Services Act. There are several options available under the compromise proposals put forward by the Department of Trade and Industry.

Since unit trust groups have been unable to agree with suggestions from some companies that they should all adopt a common system to avoid confusion, investors will be faced with different pricing methods depending on the group with which they are dealing. Although there are several variations, the unit pricing methods can be summarised into the following main categories.

■ Forward pricing

If a group chooses to price forward exclusively it means that all deals will be done "blind," that is, with no knowledge of what the exact price will be. If the valuation point (the time at which prices are taken) is noon, a new price will be available at anything from 12.45pm to 2pm or later, depending on how quickly the group's systems can cope.

Orders given on Tuesday morning or any time after 2pm on Monday will be priced at the Tuesday 2pm price. So will those given at 1.30pm on Tuesday – after the valuation point, but before the price is known. It will not be possible to give a limit order when buying (that is, to say "buy at up to 50p") because the management group will have to order units from the trustee within two hours of the valuation point, which will mean, in many cases, that the price will not yet be known.

Dealers will probably be authorised in most cases to answer questions about movements in the market since the last valuation, but not about what the likely next price will be.

It is generally agreed that forward pricing is technically the most equitable system, since units cannot be bought or sold at inaccurate prices. The main disadvantage is that the investor or broker will not know the price at which they are going to deal.

The counter-argument is that unit trust investment is a long-term business, and a point or two either way should not matter. It is noted, too, that forward pricing has been used in the US mutual fund industry for many years without creating any great difficulties. Postal applicants for units have never had a precise idea of the price they will pay, and under the new system managers are obliged to deal forward with orders by post.

UNIT TRUSTS PRICING METHODS

Company Name	Pricing System	Valuation Time
Allied Dunbar	F	4 p.m
Barclays Unicorn	H	10 a.m
Fidelity	F	Noon
Gartmore	F	
Hambros	H	10 a.m (noon – European)
Henderson	H	Noon
Hill Samuel	H	10 a.m (noon – overseas)
Legal & General	H	
M & G	F/H	Noon
Mercury	F/H	10 a.m
MIM Britannia	H	10 a.m
NM Schroder	F/H	10 a.m
Prolific	H	10 a.m/noon 10 a.m overseas)
Prudential	RTP	Throughout day
Save & Prosper	H	9.05 a.m – (8.55 a.m European)
Standard Life	H	8.59 a.m
TSB	F	10 a.m

Key: F= forward pricing H= historic pricing F/H= hybrid (forward & historic) RTP= real time pricing

Groups are also required to go to forward pricing if the market moves by more than 2 per cent during a valuation period. The group must also be prepared to deal at a forward price if this is specifically requested by the investor. In addition, managers using historic pricing may be able to switch to forward dealings on deals of over £15,000.

The TSB, which is one of the groups shown in the accompanying table as "forward," will be offering the option of historic pricing on phone deals between 12 noon and 4.30pm. Save & Prosper, which is sticking to an historic pricing basis throughout the day, will after 5pm be dealing on a forward basis.

Forward dealing is regarded with trepidation by many unit trust managers, intermediaries and investors who are not used to buying the equivalent of shares at unknown prices. Brokers in particular are worried about how they will be able to manage switching portfolios between trusts, when they will not know the value of the units sold and the cost of the units to be bought.

However, Peter Pearson Lund, managing director of Gartmore, who conducted a campaign to persuade other groups to follow his decision to go forward, argued that: "At the end of the day, forward pricing is what we will all end up with, so we might as well not put it off."

■ Historic pricing

On the face of it, historic pricing is the same as the existing system which will be used until July 1. When you phone through an order, the group will be able to give you the relevant price for the unit trust in which you might wish to deal.

However, under the new rules, a system of pure historic pricing is impossible. For a start, as mentioned above, there will be a number of circumstances in which managers will be obliged to deal forward. In addition to these, and optional forward dealings on large bargains, managers may effectively be obliged to switch to forward pricing if they run out of units.

Since the number of units to be created in each valuation period must be notified to the trustee within two hours of the valuation point, and since historic dealings mean fixing a price to rule for perhaps the next 24 hours, managers will have to guess at the number of units required.

If managers guess wrongly, and run out of units, they will be permitted to go on trading at historic prices, but can only create further units at the next valuation. In other words, they may be selling units too cheaply at the historic price. It is the management group, not the fund, which carries this risk – something few groups will be prepared to accept. To avoid this risk, managers will switch to forward dealing when they run out of units.

Historic dealing will inevitably be a mixed system. There may be days when dealings are part forward, part historic; isolated forward dealings may take place during historic dealings; and some funds may be dealt forward while others are dealt with on an historic basis.

Groups using this system are not surprisingly worried that the public will think there is "a rip-off" going on as the pricing system shifts from one basis to another. However, some feel that they will not be required to go forward to any great extent and will win business from investors and brokers who do not like dealing "blind." They will thus try to make the most of both forward and historic pricing methods by using a mixture.

■ Hybrid system

This is the dealing method which M & G, the biggest unit trust group, has traditionally used. The company is satisfied that it can still be used under the new regulations, although there will be some enforced changes, such as the two-hour limit on creating new units. Using a valuation point for the units fixed in the middle of the day means dealings in the mornings are on a forward basis, and those in the afternoon are historic.

The advantages are that the same price applies to all dealings during the day, and the price will appear in the next day's paper. An investor trying to deal during the morning can 'phone back later if he does not want to deal forward.

■ Real time pricing

The difficulties of historic dealing would be largely ironed out if the number of valuation points during the day could be increased, giving frequent new prices and opportunities to create further units. This is the so-called "real time pricing" which some groups are aiming at, though none has yet achieved.

Prudential Holborn looks set to become the first group with such a system, with valuation points at least every two hours. Chief executive Alan Wren expects the group to take about 45 minutes to calculate a price after the valuation point. There will therefore be no point in having valuations more frequently.

With a first price available at 10am on a 9.15am valuation point, an investor phoning at 10.30am will be able to choose between dealing historic at the 9.15am price or going forward to the next price at, say, a 10.15am valuation point.

Real time pricing is costly. Alan Wren says Prudential Holborn has spent £500,000 on developing its system, which he admits that smaller groups are unlikely to be able to afford.

The table shows the different pricing methods chosen by the leading groups, which account for some 65 per cent of the total funds in unit trusts.

WEEKEND FT CLASSIFIED ADVERTISEMENT RATES

	Per line (min. 3 lines) £	col cm (min 3 cms) £
Residential Prop (approx)	6.00	25.00
(Full Colour)	-	40.00
(Spot Colour Per Colour) £70.00		
Motors, Hotel & Travel, Personal, Mail Order	10.00	32.00
Diversions	-	32.00
Weekend Business	13.00	44.00
Arts, Collecting	10.00	32.00
Art Galleries	1.50	-
Books Page	-	24.00
Books Panel	-	32.00

All prices exclude VAT

For further details write to:

Classified Advertisement Manager
FINANCIAL TIMES, 10 CANNON STREET, LONDON EC4P 4BY

FINANCIAL TIMES
PUBLISHED IN LONDON ● FRANKFURT ● NEW YORK

Head Office: The Financial Times Ltd, Bracken House, 10 Cannon Street, London EC4P 4BY. Telex: (Editorial) 8954871. Telex. (Advertising) 885033. Telephone: 01-248 8000. Frankfurt Office: The Financial Times (Europe) Ltd, Guiollettstrassem 54, D-6000 Frankfurt-am-Main 1, West Germany. Telex: 416193. Telephone:75981-6. Editorial: Guiollettstrassem 54. Telex: 416052. Telephone: 7598157. New York Office: The Financial Times, 14 East 60th Street, New York, NY10022, USA. Telex: 238409 FTDL. Telephone: (212) 752 4500.

INTERNATIONAL & BRITISH EDITORIAL, ADVERTISMENT & CIRCULATION OFFICES

Amsterdam: Editorial,Advertising and Circulation Singel 512, NL-1017 AX Amsterdam. Telex: 16527.*Editorial* Tel: 020-238 796. *Circulation*Tel: 020-236 430

Birmingham: Editorial and Advertising George House, George Road, Edgbaston, Birmingham B15 1PG. Telex: 338 693. Tel: 021-454 0922.

Bonn: Editorial Heussallee 2-10, Pressehaus II/ 104, D-5300 Bonn. Telex:8869 542. Tel: 02281-21 00 38.

Brussels: Editorial, Advertising and Circulation Rue Ducale 38 Hertogenstraat, B-1000 Brussels. *Editorial* Telex: 23983. Tel: 02-512 9037 *Advertising and Circulation* Telex: 64219 Tel: 02-512 2816.

Buenos Aires: Editorial Edificio Safico Piso 7, No. 74 Avenida Corrientes 456, Codigo 1306, Buenos Aires. Telex: c/o Reuters (London 24 145). Tel: 01 394 7695.

Cairo: Editorial PO Box 2040, Cairo. Tel: 341 8548/9.

Copenhagen: Advertising and Circulation 44 Ostergade, 1100 DK Copenhagen, Denmark. Tel (1) 134441.

Dublin: Editorial 25 South Frederick Street, Dublin 2. Telex 35414. Tel: 0001-603 378.

Edinburgh: Editorial and Advertising 37 George Street, Edinburgh EH2 2HN. Telex: 72484. Tel: 031-226 4133.

Frankfurt: Editorial, Advertising and Circulation Guiollettstrasse 54, D-6000 Frankfurt-am Main 1. *Editorial* Telex: 416052. Tel:069-75980. *Advertising and Circulation*Telex: 416193. Tel: 069-75980.

Geneva: Editorial Salle de Presse Nat. Palais des Nations, CH-1211 Geneva. Tel:(022)337062. Telex: 27760. Fax: (022) 337063. *Advertising and Circulation* rue du Cendrier 15, CH-1201 Geneva. Tel: (022) 311604. Tel: 22589.

Hong Kong: Editorial, 17a Shun Ho Tower, 24-30 Ice House Street, Central Hong Kong . Tel:5-845 3311 & 5-845 3312 Telex: 67340 FKHKO Fax: 5-868 4224. Advertising 902 Far East Exchange Building, 8 Wyndham Street, Hong Kong. Telex: 69418 Wadco. Tel: 5-865-6415.

Jerusalem: P.O. Box 3434, Jerusalem 91034. Tel: 234517.

Johannesburg: *Editorial* 4th Floor, Royal St Mary's, 85 Eloff Street, Johannesburg 2001. Telex: 4-86063. Tel: 011 23-4423 and 011 23-3151.

Leeds: Advertising Permanent House, The Headrow, Leeds LS1 8DF. Tel: 0532-454969.

Lisbon: *Editorial* Rua da Prior 31-33, 1200 Lisbon. Telex: 12533. Tel: 019-674 496.

Madrid: *Editorial* Espronceda 32, Madrid 3. Telex: c/o Reuters (London 24145). Tel: 91-441 6772.

Manchester: *Editorial, Advertising and Circulation* Queen's House, Queen Street, Manchester M60 9WT. Telex: 666 813. Tel: 061-834 9381.

Mexico City: *Editorial* Alcazar de Toledo 302, Col. Lomas Reforma, Del. Miguel Hidalgo, Mexico DF 11000. Tel:596 0445. Telex: c/o Reuters (London 24145).

Milan : *Editorial* Piazza Cavour 2, Milan. Tel: 02706 1895/721 073.

New Delhi: *Editorial* 3 Sardar Patel Marg, Chan Kyapuri, New Delhi 110021. Tel: 3014308/6404 Telex: 3161 625.

New York: *Editorial, Advertising and Circulation* East 60th Street, New York 10022. *Editorial* Telex: 66390. Tel: 0212-752 4500. *Advertising and Circulation* Telex: 238409. Tel: 0212-752 4500.

Paris: *Editorial, Advertising and Circulation* Centre d'Affaires Le Louvre, 168 Rue de Rivoli, 75044 Paris Cedex 01. Tel: 233044. *Editorial* Tel:01033-1-4297 0265/6/7/8. *Advertising* Tel:01033-1-4297 0621/2. *Circulation* Tel: 01033-1-4297 0620/0623/0630.

Rio de Janeiro: *Editorial* Avenida Rio Branco 45, Salas Centro CEP 20090, Rio de Janeiro RF. Telex: 213 3093. Tel: 021-220 8445.

Rome *Editorial*, Via della Mercede 55, Rome. Telex: 610032. Tel: 06-678 3314.

Singapore: *Editorial*, Level 36, Hong Leong Building, 16 Raffles Quay, Singapore, 0104. Tel: 321 6060, Fax 225 8060, Telex: RS 43352 COHQ-4.

Stockholm: *Editorial* c/o Svenska Dagbladet, Raalambsvagen 7, S-Stockholm. Telex: 17693. Tel: 08-50 60 55.

Sydney: *Editorial* Level 49, MLC Centre, Martin Place, Sydney, NSW 2000. Tel:232 5200. Telex: 23550 ATTN. F.T. Fax:221 6220 ATTN. F.T.

Tokyo: *Editorial* 8th Floor, Nihon Keizai Shimbun Building, 1-9-5 Otemachi, Chiyoda-ku, Tokyo. Fax: 245 0365. Tel:03-241 2920/2959. Advertising Kasahara Building, 1-6-10 Uchikanda, Chiyoda-ku, Tokyo. Telex: J27164. Tel: 03-295 4050.

Washington: *Editorial* 1325 Eye Street N.W. Suite 910, Washington DC 20005. U.S.A. Tel:(202) 289 5474. Telex: 440084/904153. Fax: 289 5467.

For FT Cityline Directory, FT-SE 100 Index and MF Access phone 0898 123456; Stock Market Report, 0898 123001; UK Company News, 0898 123002; sterling rates, 0898 123004. Calls charged at 38p per minute, peak & standard and 25p per minute, cheap rate

All advertising is subject to the publisher's current terms and conditions, copies of which are available on request.

· FINANCE & THE FAMILY ·

Legacy to a child

The estates of my wife and myself will consist largely of the value of our home, of which we are joint tenants, with insufficient free cash to enable advantage to be taken of the exemption limit through a legacy to our only child. I suspect that this is not a rare situation.

Can you tell me if it is possible for each of us to leave our child an interest in the home equal to the amount of the exemption limit, mentioning that sum specifically or merely by a form of words – perhaps "such sum as may currently pass free of inheritance tax." This would avoid the need to update our wills with future changes in the sum involved.

It would be intended that the legacy should have effect on the second death or on prior sale of the property.

We appreciate that we would first need to convert our ownership to a tenancy in common and that some reliance would have to be placed on continuing cordial relations between parent and child. This imponderable apart, and assuming that the tax laws do not make such a scheme illegal, can you suggest any other snags there might be - for example, in the area of capital gains taxation?

You can do exactly what you suggest. Capital gains tax would not be payable if the house is your home.

Sharing in property

With the change in assessment allowing married women to be taxed separately, could you advise whether jointly-owned property should still be held as "joint tenants beneficially" between husband and wife; or whether it should be changed so that each has an equal share to leave separately at death, so reducing duties payable?

There is no universal answer – people's particular circumstances must be taken into account – but the severance of joint tenancies (converting them to tenancies in common) is likely to become more frequent as 1990's implications are considered by couples over the next few years.

Path closed to walkers

I have lived in and around a village for over 30 years. During this period I have walked through a local dale, belonging to a farmer, which has changed hands several times. This walk, which eventually forms a public footpath, has been used by many village people and neither myself nor anyone else, so far as I can ascertain, has ever been stopped.

No sign closing this walk has ever appeared at the entrance; nor has the gate, which is a small "footpath gate," ever been locked. The walk itself is not marked as a public footpath on the map.

The present owner has now placed a "private" sign on the main gate although the side gate has not been locked. He has also informed the parish council that anyone wishing to walk in the dale must first seek permission.

1. Has the uninterrupted use of the walk established a right to a public path?

2. What is the procedure to adopt?

I have written to the Countryside Commission but have received no reply.

If enough people have used the walk for a continuous period of more than 20 years, a public right of way can be established. You should first ask the local authority responsible for the public right of way. If the authority is unwilling to act, you would have to seek a declaration in the High Court to establish the right.

Outside the law

I recently received from the Bank of Scotland (Jersey) Ltd a pamphlet outlining the terms for fixed term foreign currency accounts. The pamphlet also contains a statement to the effect that this type of account is not covered by the Deposit Protection Scheme under the Banking Act 1979.

There is no protection under English law for those who make their investments in jurisdictions outside the United Kingdom. The Channel Islands and Isle of Man are not part of the United Kingdom.

Freehold is too costly

A neighbour aged 82 has decided to sell his leasehold house in which he has lived in for 51 years as, being alone now, he cannot cope.

He approached the freeholders and told them that as he would be selling the house towards the end of the summer, he wished to buy the freehold now in preparation. The reply was that he should wait until he was ready to sell and then arrange to buy the freehold at the same time. The freeholders said they would arrange this for the sum of £18,000, which he would be able to take from the sale money.

I seem to remember a law which says that anyone living in a leasehold house for 10 years or more must be sold the freehold for a figure of 50 years' ground rent. The ground rent is £9 per annum. The lease ends in 2004.

If the building in question is a house and not a flat, and is held on a long lease (over 21 years) at a rent of less than two-thirds of the rateable value, the owner can insist on buying the freehold reversion under the Leasehold Reform Act 1967. It seems that these requirements are met.

The calculation of the purchase price is more complex but it should yield a figure well below that which the freeholders have proposed. Your neighbour would be wise to consult a solicitor with a view to serving a notice under the 1967 Act before he sells the leasehold. He can then sell with the benefit of his contract to buy the freehold at the statutory price.

Sparks flying

Due to an upsurge of electricity into my premises, several of my domestic appliances were damaged. The incident caused £519 damage.

Although the local electricity board admits it was due to a fault on its overhead wires adjoining my property, it denies responsibility. It says that it "could not foresee the trouble and therefore it is not due to negligence."

Is there any legislation whereby the board could be forced to reimburse me with the cost? My insurance company has refused to pay, saying it is the responsibility of the board.

We think it far more likely that a court would conclude that the damage was a foreseeable consequence of the surge in the current and would therefore hold the electricity board liable. If necessary, you could test that in the Small Claims Court, limiting the claim to £500.

Tenant has own house

I own a cottage where the tenant got security of tenure when the Rent Act was changed to include furnished properties. He immediately went to the rent tribunal for a "fair" rent. This is now controlled at a ridiculous level. Recently, I have it on good authority that my tenant has bought a house which he is in the process of modernising.

I believe he intends to move into this eventually. In the meantime, is there anything I can do to make sure he leaves my cottage, rather than letting or selling his own?

You could may be in a position, rather unusually, to seek possession on the ground that suitable alternative accommodation is available (even though that accommodation is the tenant's own). You should consult a solicitor at an early stage, so as to be able to pre-empt the sale or letting elsewhere of the tenant's property.

BRIEFCASE

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible

Deeds are delayed

Recently, I bought a house in Sussex (a second home) freehold with no mortgage. Completion day was March 30, 1988. When I asked my solicitor if I could collect the deeds, he told me they had been sent to the land registry and I could not have them for six months or so. Is there anything I can do to speed things up?

You should be able to get your deeds back more quickly if you pay a £20 "expedition fee" to the land registry. This can be done even after the application to register the transfer has been lodged.

Tax loss on home

I have just sent off my income tax return for the 12 months just ended.

While most of my income comes from salaried employment, we do have a small rental income from a house in Surrey occupied by a woman who has lived there virtually all her life. It is a regulated tenancy.

In previous years, the net income from this property has been added to my other income and taxed accordingly. However, this last tax year has seen a loss of more than £5,000 as we have had to spend a lot of money on carrying out essential repairs, etc. We paid for this out of our own capital. Can this "loss" be deducted from my paid income for taxation purposes?

No, unfortunately. The treatment of expenditure in excess of rental income is explained in a free booklet obtainable from your tax office: ask for *IR27(1984) – Notes on the Taxation of Income from Real Property.*

Seller can't claim relief

Since 1964, my sole income has been from rented property which I have managed and maintained myself. As I am now over 65, I have sold the largest of the properties in this tax year (1987/88) and intend to sell the rest in the next tax year (1988/89).

As this has been my sole income and business, can I claim the capital gains tax relief of £50,000 given to people over 65 when they dispose of businesses?

Unfortunately, the answer is no (unless by chance the income has been treated as earned income: ie, income from "the commercial letting of furnished holiday accommodation" as defined in the 1984 Finance Act). You can confirm this bad news by asking your tax inspector for the free pamphlet *CGT6(1986) – Retirement: Disposal of a Business.*

Accountant has erred

My wife – who is a state-registered nurse – and I own and run a residential care home for the elderly which we established five years ago. Over this period, there has been an appreciable capital gain. We now have planning permission to build a major extension which will double the size of the property and we plan to convert it into a nursing home. This will require substantial additional funds.

Another couple want to join us in this new venture and we plan to create a company to gain limited liability. However, I understand that this would mean first selling the home to the new company. This would create a capital gains liability which could be almost as much as the new funds which we plan to put into the business. This obviously would not be viable.

We understand that if the other couple join the partnership, there would be no capital gains liability. However, we would not have the benefit of limited liability and all the partners would be liable for the others' debts.

Is this a correct interpretation of the law? If it is, it seems to indicate that it is not possible to create a company without attracting capital gains liability even if, theoretically, no monetary gain has been made as ownership has not altered.

Is there a way to create a company without a capital gains tax liability?

It looks as though your accountant might have overlooked section 123 of the Capital Gains Tax Act 1979. This gives a form of rollover where a partnership's business is transferred to a company as a going concern, together with the whole of the assets of the business (or, at least, all the assets except cash), and the company issues shares to the partners in exchange for the business.

BRIDGE

WHEN I WAS playing *partie fixe* with Derek Rimington, we were not blessed with good cards. But two hands, one defence and one dummy play, made up for that. Here is the first:

N
♠ Q J
♥ K Q 9 6 4
♦ Q 8 5
♣ J 5 3

W
♠ 8 7 4 2
♥ A 3
♦ A
♣ K 10 9 8 6 2

E
♠ 10 9 6 3
♥ 7
♦ J 9 7 6 4 2
♣ Q 7

S
♠ A K 5
♥ J 10 8 5 2
♦ K 10 3
♣ A 4

With North-South vulnerable, South dealt and opened the bidding with one heart. Derek in the West seat over-called with two clubs, which cheered me for a moment, but North's three hearts restored my gloom. South went on to four hearts and all passed.

My partner led the ace of diamonds, on which I dropped the six, and switched to the king of clubs. I was rather surprised when the declarer won with the ace but I could tell what was going to happen.

South led a low heart towards the table. Derek jumped up with his ace and played the two of clubs. I won with the queen and returned the two of diamonds, which enabled West to make a ruff and beat the contract.

What a brilliant defence. My partner saw that if I held the club queen there was a chance of defeating this contract. When I dropped the seven of clubs, that gave him hope that I might indeed hold the queen.

Full marks to my partner but declarer could have done better. He knew that the diamond must be singleton and, although it is hard to visualise West's lead of the unsupported king, he should have held up the ace. That ensures the contract; but for Derek's fine defence to blush unseen would have been tragic.

This was the second hand:

N
♠ A 9 7 5
♥ K J 10 7 3
♦ A 10 8 2
♣ -

W
♠ K Q 6
♥ Q 9 5 2
♦ Q 7 3
♣ A 6 3

E
♠ 10 8 4 3 2
♥ A 8
♦ 4
♣ Q J 10 8 5

S
♠ J
♥ 6 4
♦ K J 9 6 5
♣ K 9 7 4 2

West dealt at love all and bid one club, the better minor. North doubled, East bid one spade, and I said two diamonds. West raised to two spades and North's five diamonds silenced the opponents.

West led the spade king, taken by the ace, and I am not proud of my next move. The best line is to ruff a spade, finesse the heart knave and play on cross-ruff lines. However, at trick two I crossed to my diamond king, finessed the knave of hearts and lost to the ace.

East led the 10 of spades – an odd card to choose – and I ruffed low. I returned a heart to the 10, which held, and continued with the king. East's discard of a club confirmed what I had already suspected: that West started with three diamonds headed by the queen.

I now led the three of hearts, throwing a club from hand, and the queen won. This again was not the best line. I should ruff the heart, ruff a club in dummy, ruff the last spade in hand and make 12 tricks.

As it was, West played the spade queen, which was fatal, but there was no escape – a club or a diamond was no better. I ruffed and picked up the diamond queen by finesse. In spite of my less than accurate play, I was home.

E.P.C. Cotter

CHESS

PRE-GAME research into opening novelties is becoming increasingly significant in chess played at the highest level. At all the Kasparov-Karpov world title matches, teams of analysts burrowed behind the scenes to produce innovations which could refute the opponent's favourite variations or, at least, deliver a psychological shock.

As can happen with a mechanistic reliance on technology, human factors crept in. Karpov was defeated brilliantly by the Sicilian Defence novelty which probably cost him his title in the second K v K match. After the game, he was told of the refutation – an aide had discovered it, but had forgotten to tell his principal. Later, Kasparov lost three games in Leningrad, and sacked one of his back-up team, allegedly for leaking moves to the Karpov camp.

A further boost to a scientific study of theory has come with the recent development of Chessbase, a data base of thousands of games classified by players, openings and tournaments which can be updated by a bi-monthly magazine on disk. Kasparov uses it as do leading British grandmasters, and it is available for use on IBM and Atari computers from Saitek Industries (01-731-7598).

At a slightly lower level of sophistication, chess computers are progressing steadily in strength. In a recent match, the Excel 68000 Master from Fidelity Electronics defeated the Berkshire county team 22-10 and earned a BCF grade of 189 for that performance. Competence Ltd of 17 St Martin's Street, Wallingford, Oxfordshire (0491-34663), has issued a free booklet with all the games of this match, along with other information for chess computer users.

This week's game, from a grandmaster tournament in Sweden last month, shows how an unexpected opening deviation can take even a world-class expert out of his stride. Victor Korchnoi's favourite line of the French Defence (1 P-K4, P-K3) leads to a theoretically dubious endgame but has given him good results in practical play.

Instead of taking on Korchnoi on his own territory, White here makes a simple sidestep a move earlier. Objectively, Black can equalise, but Korchnoi overpresses and falls to a classical attack on his king.

White: T. Wedberg (Sweden).
Black: V. Korchnoi (Switzerland).
French Defence (Haninge 1988).

1 P-Q4, P-K3; 2 P-K4, P-Q4; 3 N-QB3, N-KB3; 4 B-N5.

Korchnoi's favourite is 4 P-K5, KN-Q2; 5 P-B4, P-QB4; 6 N-KB3, N-QB3; 7 B-K3, PxP; 8 KNxP, B-B4; 9 Q-Q2, BxN; 10 BxB, NxB; 11 QxN, Q-N3 when Black's endgame is surprisingly resilient.

4 . . . B-K2; 5 P-K5, KN-Q2; 6 BxB, QxB; 7 P-B4, O-O; 8 N-B3, P-QB4; 9 Q-Q2, N-QB3; 10 PxP, QxP; 11 O-O-O, N-N3?

The right formula is 11 . . . P-B4; 12 PxP ep, RxP and Black's piece activity offsets his weak central pawns.

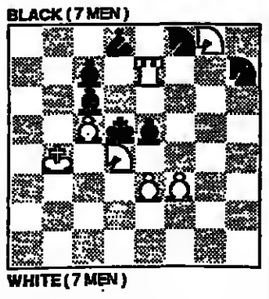
12 N-Q4, B-Q3; 13 K-N1, QR-B1; 14 B-K2, NxN; 15 QxN, Q-R4; 16 KR-B1, N-B5; 17 R-B3, P-QN4; 18 BxN, RxB; 19 Q-Q2, P-N5; 20 N-K2, KR-B1; 21 N-Q4, Q-R2; 22 R-Q3, P-QR4; 23 R-K1, P-R5! 24 P-N4, P-R3; 25 P-R4, Q-R2; 26 P-R5, R-R1; 27 P-N5, PxP; 28 P-B5!

Korchnoi's attack is too slow without an open file, while White breaks through by this knight sacrifice.

28 ... PxP; 29 QxKNP, RxN; 30 R-KN3, P-N3; 31 PxP, R-N5; 32 RxR, PxR; 33 PxP db ch, K-B1; 34 Q-R6 ch, KxP; 35 Q-B6 ch, Resigns. For if K-K1; 36 R-R1, B-N4; 37 R-R8 ch, K-Q2; 38 Q-Q6 mate.

PROBLEM No. 728

BLACK (7 MEN)



WHITE (7 MEN)

White mates in two moves, against any defence. (By R.G. Bartlett). With Black to move, there would be an immediate mate, but White cannot preserve the status quo.

Solution Page XXIII

Leonard Barden

Country Property

STRUTT & PARKER

12 HILL STREET BERKELEY SQUARE LONDON W1X 8DL
01-629 7282

NORTH ESSEX — **511 ACRES**
Halstead 5 miles
A productive and well-equipped commercial farm with tremendous sporting potential

Farmhouse and Cottage
Extensive Farm Buildings including grain storage for 1000 tons
Potato Stores. Workshops and potential for alternative uses
55 Acres of Woodland
For sale as a whole or in up to 4 lots
Chemlsford Office: Coval Hall, CM1 2QF. Tel: (0245) 258201
Ref: 2/AA/7323

KENT - SELLINGE
Ashford 6 miles; (Charing Cross 61 minutes), M20 4 miles
A most attractive perind country house created from a mill cottage and the older water mill standing in almost 10 acres of gardens and paddocks, with a fast flowing stream.
3 reception rooms, kitchen.
5 bedrooms, 2 bathrooms, millroom/study.
Boarded attic suitable for conversion.
Coach house including garage and workshops on two storeys.
About 10 Acres
Region of £350,000
Canterbury office: 2 St. Margarets Street, CT1 2TP. Tel: (0227) 451123
(Ref. 8BB/2969)

SAVILLS

COTSWOLDS – Near Cirencester

Cirencester 3 miles, Cheltenham 15 miles, Swindon 12 miles, *M4 (Junction 15) 16 miles, London 90 miles.*

A secluded and imposing Cotswold Stone country mansion beautifully decorated and set in private parklands and timber grounds.

Hall, 4 reception rooms, billiard room, study, 9 bedrooms, 6 bathrooms.

Two self-contained flats.

Hard tennis court. Indoor heated swimming pool.
Beautiful gardens, Summerhouse. Double garage. Outbuildings.

Woodlands and Paddocks.

About 29½ acres.

Joint Agents:
Lane Fox, Cirencester. Tel: (0285) 3101.
Savills, London. Tel: 01-499 8644.

01-499 8644 — 20 Grosvenor Hill, London W1X 0HQ

Andrew Grant

WORCESTERSHIRE

FOR CONVERSION TO 16 UNITS

HOLT CASTLE BARNS,
NEAR OMBERSLEY

Droitwich 6 miles, Worcester 7, Birmingham 26, London 130, M5 9 miles
MAGNIFICENT RANGE OF TRADITIONAL FARM BUILDINGS
with detailed planning permission for conversion into
16 SPLENDID HOMES.
Peaceful location with views over River Severn
also
HOLT CASTLE COTTAGES
3 COTTAGES SUITABLE FOR CONVERSION TO ONE DWELLING
Auction: 18th July 1988
Further details from agents

HEAD OFFICE: 59/60, FOREGATE STREET, WORCESTER
Tel: (0905) 723601/2 and 24477/8/9
6 OFFICES THROUGHOUT THE MIDLANDS

TREVILLEY, CORNWALL

Central London 1½ hours (4 flights daily from Newquay Airport). Fistral Beach 1½ minutes (also harbour, golf course and picturesque coastline). Large farmhouse with extensive outbuildings set in 1½ secluded acres in idyllic rural surroundings. Offers in excess of £145,000.

Contact our Newquay Branch Office on 0637 871242.

Warwickshire - Claverdon

Superb Barn Conversion in idyllic country lane. Birmingham International 20 mins., London 90 mins., M40 10 mins. Open fires, exposed beams, Double Glazing. Gas CH. spacious Drawing Room, impressive Hall. Vaid Galleried Landing. Dining rm. Saug. Cloakrm. large Kitchen. All appliances. Aga. Victorian range. Utility. Dowastairs Shower Rm. Billiards. Conservatory/Granny flat. 4 beds. with private Bath. Maple flooring. York Stone to Hall and patios surrounding. Throughout A1 period materials. 1 3 acre gda. Magnificent views South and West. Private Courtyard. Double garage. The best.
Viewing 2nd > 17th July. 0936-842306 anytime. Price an application.

HAMPSHIRE - TEST VALLEY - MICHELMERSH

Winchester 20 mins. A fine character property in secluded setting with distant views and 1.3 acres of beautiful garden and paddock. 5 beds, 2 baths, 3 receps, oil c.h. Auction Price Guide £345,000.

Contact Nicholas Zorab, G.A. PROPERTY SERVICES ROMSEY (0794) 523242.

SOUTH DEVON - NEWTON ABBOT

Rare and most interesting development opportunity. Spacious Period Farmhouse, immaculate throughout, in 21 acres, 2 miles from town centre. Full residential permission for 5 units in courtyard range of stone barns. Plans and full details.

Please contact John Eaton-Terry, G.A. PROPERTY SERVICES EXETER (03921 51571.

Donald BEALE
CROWBOROUGH, EAST SUSSEX
0.28 Acres Rural Residential Re-development site with Outline Planning Permission for traditionally constructed Bungalow and detached Garage

FOR SALE BY TENDER - 13th July 1988
FAX. NO. 665570
(0892) 653333

BIDWELLS

Chartered Surveyors

STANSTED
Essex
1.80 ACRES RESIDENTIAL BUILDING LAND
with
PLANNING CONSENT
Joint Agents -
SAVILLS 0245 269311

CHALFONT ST. GILES, BUCKS.

4 Bedroomed detached Mark Scott house in a prestigious close of 5 houses. 2 Bath. 3 Recep. large private garden backing Green Belt. Dble Garage. £265,000.

Further details telephone;
02407 5604

PUCKLEY, NEAR ASHFORD, KENT

beautiful converted 16th Century Barn in glorious wealden countryside with easy access to Chang Cross, with a wealth of exposed beams. Spacious galleried reception room, 5 further receptions, 5 bedrooms, 3 bathrooms (planning permission passed for 6th bedroom and ensuite bathroom). Large farmhouse kitchen with utility room, double garage and workshop in a ½ acre. Oil central heating. Offers in the region of £355,000

Telephone: (0233) 82640

CLIENT PROPERTY PROBLEMS? THE IMPOSSIBLE IMMEDIATELY!

Client still waiting for that mortgage on a long sought property? As Britain's leading wholesalers of short-term home mortgage finance, we understand. And we act fast to help! Look at the advantages of introducing, our now famous, Home Bridging product:

- Very reasonable rates for short-term finance
- No broken chains – cash ready in a few days
- An attractive colour brochure sells for you
- Cash-power wins contract races and at auctions

Contact us for supplies of the free colour brochure that will convince your clients.

HOME BRIDGING

Britain's Leading Short-term Property Funders

Home Bridging plc, Wyeth House, Hyde Street, Winchester, Hants SO23 7DL. Telephone: (0962) 840555. Fax: (0962) 840367. A Collins Wilde Group Company

BRUTON KNOWLES

CHARTERED SURVEYORS

CORNWALL
ST. STEPHEN, NR. ST. AUSTELL

OUTSTANDING COMMERCIAL DAIRY HOLDING
RESUGGA FARM
Cornish Stone farmhouse and two 4 bedroomed houses.
Modern purpose built Dairy Complex for 260 cows together with *further buildings and*
330 Acres of Arable and Grassland
Milk Quota of about 1.4 million litres
Excellent sporting facilities including lake.

Full particulars from 111 Eastgate Street, Gloucester.
Tel. (0452) 21267 Ref: RMA/MRP

SMITH-WOOLLEY

CHARTERED · SURVEYORS

NEAR SPALDING, LINCS

TWO ATTRACTIVE FARMHOUSES

195 Acres Grade I Silt Land

170 Acres Grade 2 Land

Two separate holding. Various Lots

Apply: 27/28 Bridge Street, Cambridge
Tel: (0223) 352566 Fax: 460885

SMITHS GORE

PERTHSHIRE - ROSSIE OCHIL ESTATE

A delightful residential sporting and agricultural Estate comprising Rossie Ochil House. 6 Estate houses and cottages. Modernised farm buildings. In-hand arable and stock farm. 200 acres Forestry planting land
ABOUT 1089 ACRES
FOR SALE BY PRIVATE TREATY
as a whole or in 9 lots
Particulars from:
10 Melville Street, Edinburgh EH3 7PA
Telephone 031 225 5124

SUDBURY SUFFOLK

Delightful 2 bedroom terraced Victorian white brick cottage in the *heart of this Suffolk Market Town.* Sitting room, Kitchen/dining room, bathroom, attractive south facing walled rear garden, full Gas CH. Many period features sympathetically restored. 10 minutes walk to railway station.

£80,000 Telephone 0787 310508 (Weekends + Evenings) or 01-248 5284 (Office)

Herefordshire

For sale by public auction - a detached period residence conveniently located a few mins drive from Ross-on-Wye and motorway, southernly aspect, gardens & grounds extending to approx 20 acres, including outbuildings. Accommodation: reception hall, sitting rm, dining rm, breakfast rm, kitchen, utility room, rear w.c. 1st floor: 5 beds, bathrm, sep w.c.

Agents F.H. Sanderland & Co. Tel. (0432) 56161

HAMPTONS

GLOUCESTERSHIRE

[illegible], 4 miles. Lovely old [illegible] superbly presented. 5 receps. 5 beds. [illegible] domestic offices, separate S/C flat. [illegible] garaging for 3. 1 acre beautiful gardens. [illegible] offers on £295,000
Cheltenham 8 miles north. Intriguing period modernised farmhouse on [illegible] of village. 3 receps. farmhouse kitchen. [illegible] beds. 2 baths. Gas CH. Double [illegible] 1/3rd acre gardens. Offers on £240,000
Cheltenham - Battledown. Superbly [illegible]ented luxury bungalow. South facing [illegible] drawing room, kitchen/dining room, [illegible] beds, 2 baths. Gas CH. Double glazing [illegible] ½ acre. Offers on £180,000

Cheltenham Office:
(0242) 45661

ABERDEENSHIRE - 39 Acres. Exceptional 17th century house, recently refurbished to a high standard set in attractive parkland. 7 reception rooms, 8 bedrooms, 2 bathrooms, oil fired central heating, wine cellar, garage and outbuildings. Stable house: 2 reception rooms, 4 bedrooms, 2 bathrooms. Cottage with studio. Gardens, policy woodland and 2 paddocks. Offers over £260,000. For sale by private treaty. Savills, Edinburgh. 031-226 3901.

DEVON

- *Exeter 19 miles:* Whiddon Down/A30 Trunk Road - 3 miles: interesting and unusual small estate of 3-bedroom cottage, old barn and lime-kilns (conversion potential), former quarries, 3 well-stocked Carp ponds. Woodlands and Pasture: *44 acres: Auction as a whole* or in Lots, unless previously sold, on July 15 1988:

further details from our address as below or joint agents
Jackson-Stops & Staff,
10 Southernhay West, Exeter, Devon. Tel: (0392) 214222.

HAMPTONS

EPSOM, SURREY

Magnificent Edwardian detached home, midway between Town and Epsom College. Reception hall, cloakroom, 3 reception rooms, 'Poggenpohl' fitted kitchen and breakfast room, 6 bedrooms, 2 garages. Established gardens. Immaculate throughout.
£325,000

Epsom Office: (03727) 28191

GA Property Services

BOLDRE, NEAR LYMINGTON, HAMPSHIRE

A handsome and exceptionally well-built wisteria clad country house set in one of the finest positions in South Hampshire, standing in approx 7 acres of grounds and woodland, 3 receps, kitchen/breakfast room, 5 bedrooms, 4 baths, sauna room, gas c.h. 2 garages, outbuildings. Offers in excess of £555,000

G.A PROPERTY SERVICES/JACKSON & JACKSON (0590) 73025

4 Bed Townhouse with river view to Cutty Sark. *Master bedsuite, Family bathroom, 2 shower rooms.* Fully fitted kitchen, 2 receptions, utility room, garage, communal garden. £240,000. Tel 01-513 5783.

GA Property Services

EAST DEVON, EXMOUTH

An exceptional marine residence with spectacular coastal views. 5 Receptions. Kitchen, Breakfast Room, Utility, Shower Room, Principal Bedroom Suite with Shower Room and Balcony. 3 further Bedrooms, Bathroom. Elegant self *contained ground floor flat.* Large Cellars, Triple Garage. Gas Central Heating. Double Glazing. Pretty easily maintained Gardens. Substantial Offers invited for the Freehold.

GA Property Services, 79 Fore Street, Exeter. Tel: (0392) 51571

ESSEX

North of Chelmsford in conservation area. A splendid part Tudor and Georgian house in exceptional condition with 2 acres of superb grounds and orchard. Large reception hall with Tudor *fireplace. 3 fine reception rooms,* study, 2 cloakrooms, 2 fitted kitchens, 6 bedrooms, 2 bathrooms. Large triple garage with workshop/storage. Choice of solid fuel or oil central heating. Good road/rail connections to London.

£400,000
Tel: 0245 360240 or 360148

HOBBS PARKER KENT

FINE COUNTRY ESTATE
AUCTION 6TH JULY
Unless sold previously -
as a whole or in lots
Midway between Kent major Towns edge of the Weald. Manor House Kent Barn & Granary suitable for conversion. Traditionally & modern buildings. Mainly Grade II Arable Land.
184 ACRES
TEL 0233 22222

Perthshire by Doune — **783 Acres**

A VALUABLE AGRICULTURAL INVESTMENT
Within easy reach of Stirling producing over £21,000 per annum
4 Let Farms
extending to 203 acres
33 Acres In-Hand Woodland and Rough Grazing
SPORTING POTENTIAL
including Duck Flighting
Fishing on Lock Watston
For Sale As A Whole
BELL-INGRAM LIMITED
7 Walker Street
EDINBURGH EH3 7JY
Telephone: 031-225 3271
Facsimile: 031-220 0476

COUNTRY PIED A TERRE FOR COMPANY EXECUTIVES.

Available July a superb apartment in one of the finest stately homes in the Cotswolds. Close to A40/M40, M4 & M5. BR main *line within easy reach, ideal for Bristol,* Swindon, Oxford, Birmingham, Cheltenham etc. Highly secure. 12 acres of grounds, swimming pool, gym, sauna & tennis court. *Good sporting facilities* at hand.
£600 per month.

Carrington 0285-69259.

EAST DORSET

Cottage for renovation. Large, thatched period cottage surrounded by open fields. 2½ mls. from Wimbourne. 5 mls. from Poole harbour. Pretty ½ acre garden + adjoining 1 acre paddock. Tremendous potential. *Offers invited for Freehold.* Price Guide £150,000.

Details from: Frizzell, 55 High Street, Wimbourne, BH21 1HS. Tel (0202) 841878

Nationwide Anglia

COWES, ISLE OF WIGHT

A small select development of Apartments and Houses with its own private Slipway and magnificent marine views. 2, 3 & 4 bedroom properties available, prices range from £146,000 to £175,000. For fully illustrated particulars and floor plans, apply sole selling agents:-

Watson Bell & Porter,
126 High Street, Cowes, Isle of Wight.
Tel. (0983) 292141.

Shropshire

Shrewsbury 5 miles. Bridgnorth 22 miles. Telford 16 miles.
A superb modern house with excellent stables surrounded by its own land and having magnificent views
3 reception rooms, study, 3 bedrooms (en-suite *dressing room), bathroom.*
Sun room. Conservatory.
Undercover coal shed,
garden shed and garage.
Gardens.
Stable block comprising: garage/foaling box, tack room and 2 loaseboxes:
About 60 acres
For sale as a whole or in two lots
Joint agents: Messrs Nock Deighton, Bridgnorth (07462) 2660
and Knight Frank & Rutley,
Shrewsbury (0743) 62587
(RC/10368)

DEVELOPMENT OPPORTUNITY, Manton, Rutland 1 BARN CONVERSION AND 1 LARGE BUILDING PLOT with Outline Planning Consent and 2 Paddocks with Outstanding Views overlooking Rutland Water. FOR SALE BY AUCTION. Contact Fisher Hoggarth, 40 High Street, Market Harborough, Leicestershire. LE16 7NX Tel (0858) 410200.

SHIRLEY, SURREY. Interior designed full furnished 3 bedroom semi detached house. 20 mins London Bridge. Luxury kit & bath, 80ft garden, garage. £128,000. 01.668.8960.

CORNWALL MOUNTS BAY - Spacious cliff top character house, superb views. 5 Beds. 4 Receps etc. Large Garden with private steps to the beach. Garage, outhouses etc. Offers around £180,000. Tel: 0326 562481

Perfect weekend [illegible] **in Georgian market** town Amphill. 10 mins M1 J12 BR. St. Pancras 35 mins. Mews conversion lux spec. *Beams, fires, C/H. Fabulous secluded sun* trap cobbled patios and terr. garden. 2/3 beds 2 bath 3 large receps OIR £195,000 Tel. 0525 406475

Llanelli. Spacious 3 bedroom semi. Desirable residential area. Close M4, new hospital. Swansea, beaches. £34,950 Tel 0639 77267 evenings

BRIGHTON. Adjacent marina designers own beautiful patio flat 3 beds, indoor private pool/sauna £185,000 for quick sale Tel: (0273) 676481 (H) or 693622 (office)

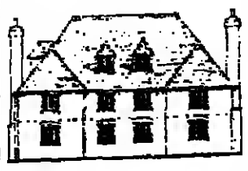
HOVE

Unique luxury marine residence. Direct access private beach to low water mark. Four bedrooms, three bedrooms, two kitchens, lounge, dining room, sun-lounge with 30 foot balcony, beach patio, utility room, GCH and DG. Two garages. Freehold £400,000

TELEPHONE: BRIGHTON
(0273) 414766

G.W. FINN & SONS

Chartered surveyors — Residential



BIRCHINGTON - EAST KENT
A unique 5 ACRE SITE with detailed planning consent for Architect designed 5 Bedroomed house.
Offers invited in the regin of £125,000
Further 46 ACRES available
Offers are invited in the region of £110,000
Tel. (0304) 612147

International Property

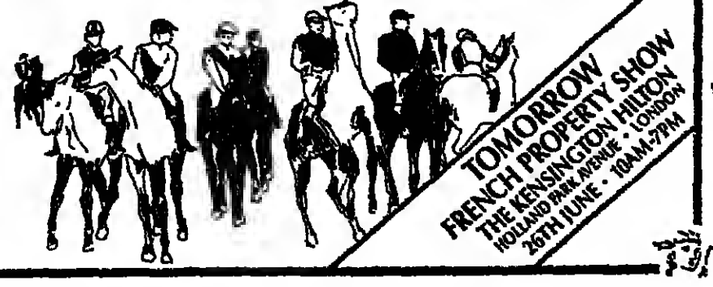
Deauville. A thoroughbred location. A smart investment.

Deauville, with its racecourse, polo and golf, is famous for its style and elegance.

Here, by the racecourse yet minutes from the beach and port, the prestigious Domaine des Yearlings is being built. In the seclusion of a wooded park, one of France's largest developers offers a choice of luxury apartments – from studios to duplexes. Excellent value prices from £35,000 to £89,000. For a colour brochure telephone now.

PRUDENTIAL International Property — Telephone: 01-937 7244

116 Kensington High Street, London W8 7RW
8A The Downs, Altrincham, Cheshire WA14 2PU Telephone: 061 941 4491



UNIQUE IN EUROPE

Only 1¼ hours drive from beach to ski slopes
SENSATIONAL HOUSES WITH BREATHTAKING VIEWS
JUST £86,675 (Ready Now)

Overlooking the Costa del Sol's most elegant new MARINA DEL ESTE at LA HERRADURA — David Niven's hideaway. This British development by PUNTA S.A. is an exquisite reconstruction of an old, Andalucian Moorish village, in the style of the Alhambra, but with Satellite TV and sumptuous kitchens; 3 double bedrooms, 2 bathrooms, garage, enormous roof terrace, set in tropical communal gardens with pool. On-site management and security. Windsurfing, sailing, waterskiing, scuba diving, horse riding, tennis, squash, heated pools, fitness centre, gourmet restaurants, shops, bars, boutiques, and night life— all at hand. Golf nearby. Let us fly you out soon to view this quite unique paradise — at definitely affordable prices. Also apartments for sale in and around the marina.

TEL. NOW: 0273 606232 (24 hrs)
(ref: Marina Properties)
15 CHEYNE ROW, CHELSEA, LONDON SW3 5HR

SOTHEBY'S INTERNATIONAL REALTY

For the finest residential property in
Spain and Portugal

Please contact our Spanish office:
Plaza de la Independencia 8, 28001 Madrid
Telephone: (1) 232 6488. Telefax: (1) 521 4482
Enquiries in London: 01-408 5196.

COTE D'AZUR-ST TROPEZ
MAGNIFICENT TYCOON ESTATE PERFECT FOR GRACIOUS LIVING AND CONGENIAL SUMMITRY

Marvellous sea and mountain views. 3½ acres of enchanting landscaped gardens. 7 luxurious bedroom suites, elegant indoor and outdoor reception facilities, fantastic mosaic swim pool, sumptuous pool-house, tennis, staff cottage. Impeccable and unique. Located minutes from village, beaches, golf and La Mole airport. Top price. Brochure from Mr Curtiss

Phone 94 97 26 33
Fax 94 97 22 72
(St Tropez, France)

YOU WOULD BE WELL ADVISED TO VISIT OUR DEVELOPMENT BEFORE BUYING ELSEWHERE

A unique site with unbeatable views over the BAY of ST TROPEZ
Apts and villas from
£45,000 to £180,000
Swimming pools, tennis and first class hotel
70% mortgages, 5% interest, rental income

Contact the developers:
SOFIM La Font Couverte - F - 83360 GRIMAUD
Tel: (01033) 94434715 -
Fax: (01033) 94434859 - Telex 461930 F

FRANKFURT am Main - Germany

Stunning Villa in small elegant town near the Taunus Hills, 20 min. from Frankfurt city centre, 20 km Frankfurt Airport and convenient for Frankfurt International School.
The villa, in an attractive residential quarter, situated in secluded half acre landscaped garden, was built to a very high specification.
Accommodation includes 450 sq ft reception area, 36' galleried drawing room, dining room, study, kitchen, laundry room and a magnificent indoor swimming pool and sauna complex forming integral part of house. All reception rooms have marble floors throughout. Principle suite of main bedroom, dressing room and bathroom, four further bedrooms and two bathrooms, 36' Games room, wine cellar, two further cellars and heated double garage with electronically controlled door. Thermostatically controlled oil fired heating system. The villa incorporates a variety of security features including shutters on all windows, majority of which are electrically operated. *The house has over 5000 sq ft living space* and is in immaculate condition. If you are moving to Frankfurt this is a property you must view.
Freehold: Pd Stlg 615'000.–
Number to phone from UK: 01049-6195-2331
Or write to: The Owner, Postbox 1469, D-6233 Kelkheim (Taunus) Federal Republic Germany

CAN YOU AFFORD NOT to invest in LANZAROTE?

We, the developers, offer
- 10% Guaranteed letting income p.a.
- 20% Annual increase in property values.
- Magnificent Beachside Location.
- Pools & Tropical Gardens.
- Superb year round climate.

What more could you want? Perhaps an Apartment for £29,000?

Lion Overseas Properties
Tel: (01) 834 8611

SWITZERLAND

THE WHITE HIGHLANDS
CHATEAU D'OEX - GSTAAD VALLEY

Exclusive apartments and individual chalets in internationally famous resorts ideally located between Lake Geneva and the Bernese Oberland.
Swiss bank finance at only 6¾ %
Individual inspection visits.

Apartments - from £85 - 300,000
Chalets - from £170,000

Exhibition at:
THE MAYFAIR HOTEL
Stratton Street
London W1.
12 noon to 8pm
29th & 30th June

Details & Appointments:
HILARY SCOTT OVERSEAS
Church Lane, Barnham
W. Sussex, PO22 0BP
Tel: 0243 554819
Telex 86704

LA MANGA - SPAIN PROPERTY EXHIBITION

July 4th, 3pm -9pm in Cumberland Hotel, Marble Arch, London, featuring Penthouses, 3 & 2 bedrooms, terraces 90-250m from £76,000, 1-2 bedroom apartments from £31,000. Fully furnished, garage, pool, panoramic view, best location, on the beach. Also 2-3 bedroom luxury apartments in the most prestigious project on La Manga from £75,000. Enjoy 36 hole golf course and big marina. Inspection June 23rd-July 3rd or by appointments. Tel. Spain 968-563810 from June 23rd-July 3rd, or contact

La Manga Invest, P.B. 2366, 5037 Solheimsvik, Norway. Tel. 47-5-314692. Fax. 47-5-314696. Tlx. 72400 Folsn n.

SWITZERLAND Sale to foreigners authorized

Lake Geneva & Mountain resorts

You can own an APARTMENT or CHALET in: MONTREUX, CRANS-MONTANA, VERBIER, VILLARS, GRUYÈRES, CHÂTEAU-D'OEX, region of GSTAAD, LES DIABLERETS, LEYSIN, JURA, Thermal Center in the Rhône Valley, etc. From Sfr. 135'000.— Mortgages 60% at 6¼% interest, 5-20 years.

REVAC S.A. 52, rue de Montbrillant – CH-1202 GENEVA Tel. 41.22/34 15 40 – Telex 22 030

Javea, Costa Blanca, Spain

A rare opportunity to purchase a unique luxury home, in a South facing mature garden 4 beds en-suite, study, sauna, swimming pool etc. Superb entertaining areas plus self contained 2 bed apartment. Priced for a quick sale at £330,000 for full details Tel: 0475 520158 or direct to Spain at 010 346 579 18 21

CYPRUS-PAPHOS, Leptos Estates. For Sale: *Quality, Freehold properties in the most idyllic areas of the island,* suitable for holidays and Retirement. Inspection trips. Big tax savings. Flexible terms of payment. For information call or write to: Leptos Estates, the Leading Property Developers of Cyprus, 451 West Green Road, London N15 3PL. Tel: 01-881 3354/6

LOS MONTEROS *Recently refurbished impressive residence of 700m² in mature* [illegible] 3200m². 4 beds with en-suite bathrooms, huge master suite with dressing room, conservatory, sun terrace & kitchenette. Servants quarters, large games room with terrace leading to swimming pool. For further details & photographs call 01-839 6701/4 or Fax 01-839 2421.

CHARENTE

20km South of Angouleme
Fine 5 Bedroomed Country Residence set in 10 Hectares.
F.F. 1,300,000 inc.

Peter Taylor
St. Angeau, 16230 Mansle, France
Tel 01033 45 39 26 57

Before you can buy your next home, you're likely to have to sell your old home.

And the people who are buying your old home have to sell their home.

And the people who are buying that home have to sell theirs.

And so on, and so on, and so on until every buyer and seller becomes a prisoner of the same chain.

If one falters, they all fall.

Isn't it about time someone thought of a way out?

Well they have, and the someone is us. Prudential Property Services.

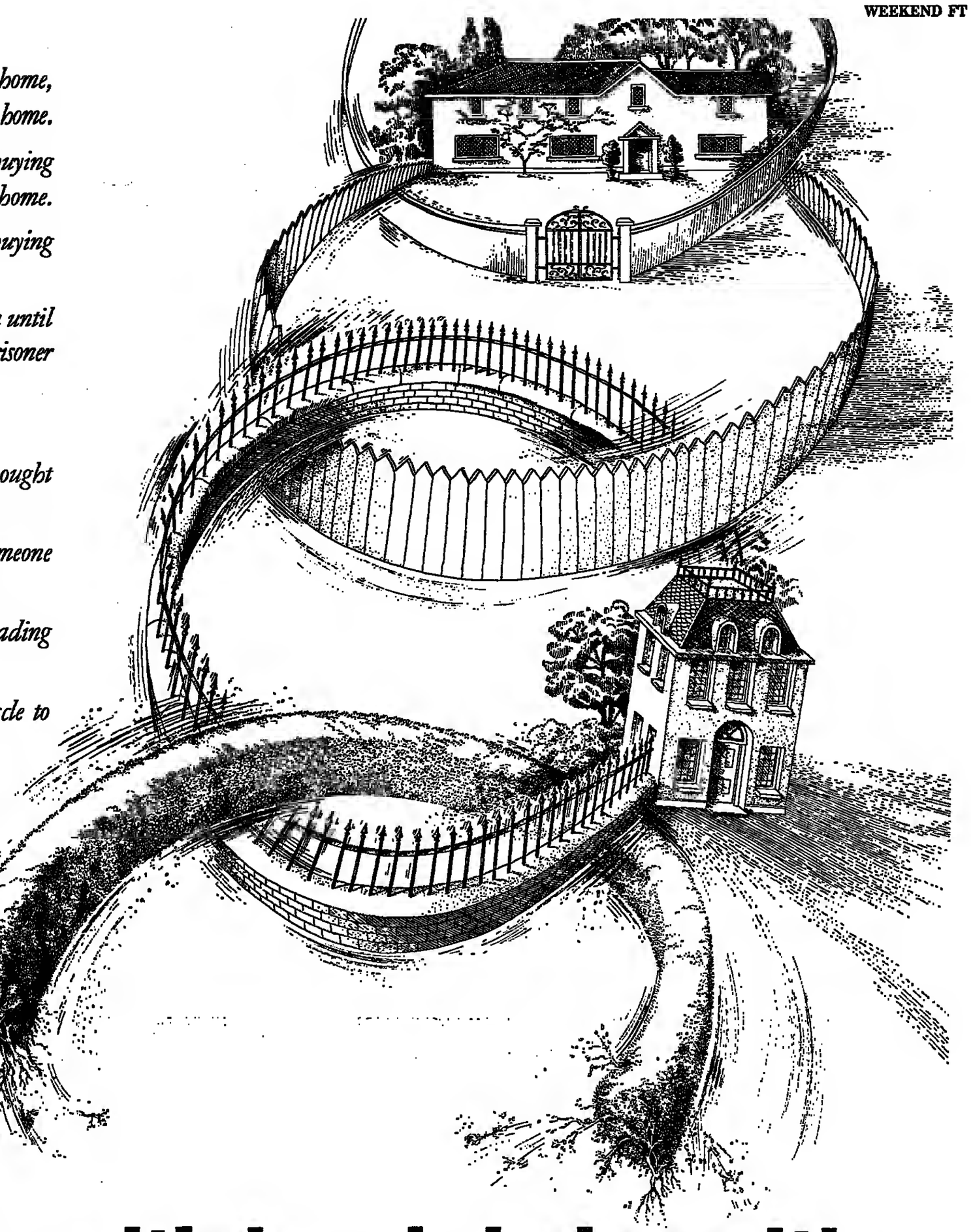
We're backed by Britain's leading insurance group.

So we have the financial muscle to nip trouble in the bud.

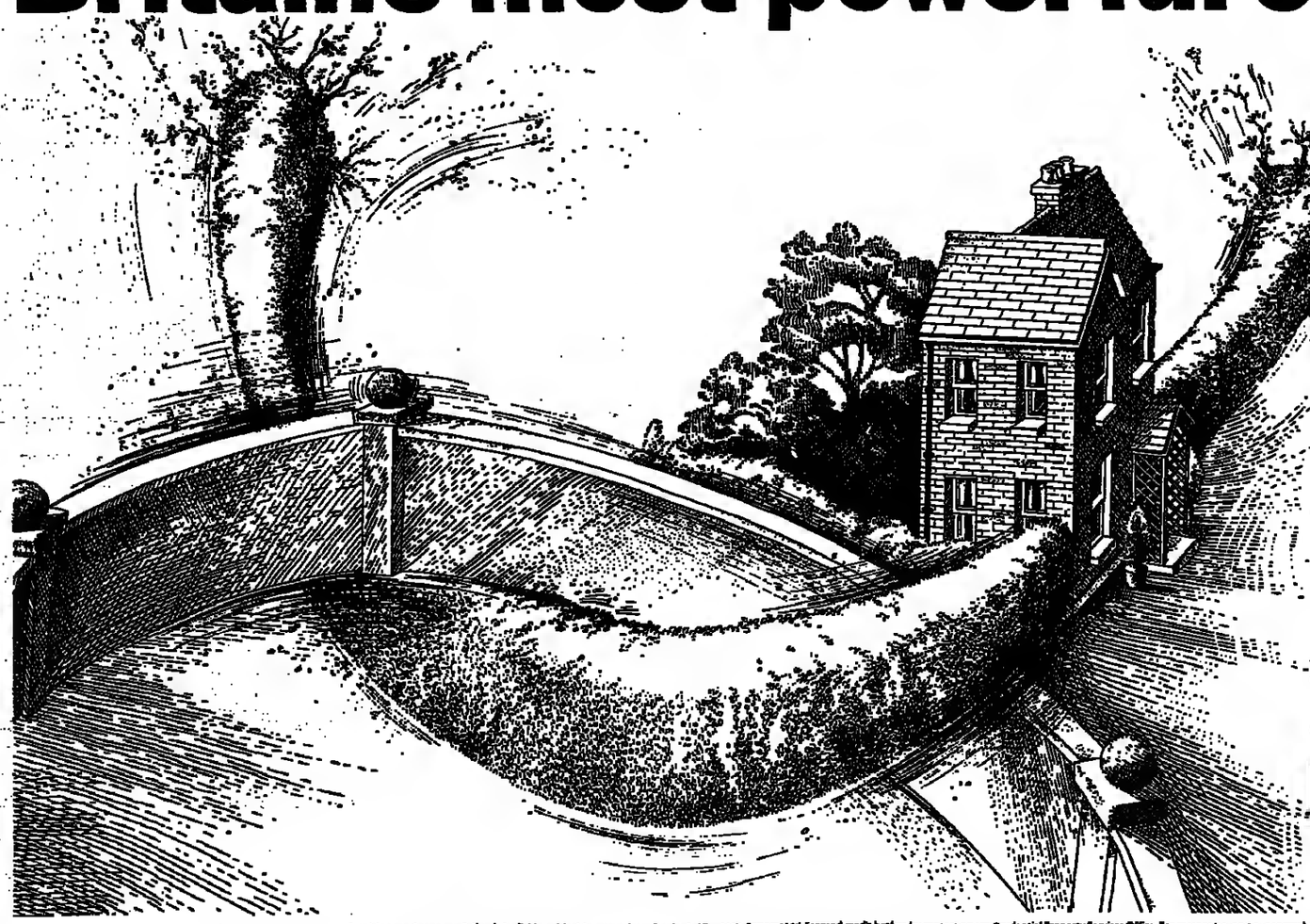
Subject to a few simple and straightforward conditions, we'll just buy the problem house.

Of course, chances are you won't need the "Chainbreaking" service, as most of our transactions don't get so bogged down.

But it's comforting to know it's there if required.



Sometimes it's handy being with Britain's most powerful estate agent.



You'll also find our network of over 700 branches a distinct advantage, as these days, nearly a third of buyers are likely to come from outside your area.

Remember, the more buyers, the quicker the sale and the better the price.

Every branch also has access to a qualified financial adviser who will help you find the right kind of mortgage.

All in all, you won't find an estate agent better equipped to sell your home, or help solve your problems.

PRUDENTIAL
Property Services
Trust us to get it right.

A written mortgage quotation is available, subject to status, from Prudential Property Services Ltd, licensed credit broker, by contacting any Prudential Property Services Office. For reasons beyond our control, the Chainbreaking service is not available in the Channel Islands.

· PROPERTY ·

John Brennan on the attractions of homes with a liquid lawn

Life on the waterfront

THERE IS material enough for a dozen psychiatric papers in the sales brochures about waterside homes. In case you had any doubts, the sales teams will reassure you that residential water – whether it is coastal, comes ready-packaged in river or canal form, or has to be delivered to the site to form artificial lakes – is "relaxing," "ever changing," "exciting," surprisingly often "unique" and invariably adds a touch of the "exclusive."

It is frequently promoted as an added security benefit, which hints at the moat missing in most Englishmen's castles and relies on the presumption that burglars rarely travel by boat. Water is also, and always, regarded as an added resale benefit.

No-one has yet got around to explaining that waterside properties also offer a view you don't have to mow. But they will. And in a country where some eccentric cartographer once worked out that nowhere is more than 75 miles from the sea, it is surely only a matter of time before terrace houses in Nottingham are being sold as "near-marina *pieds à l'eau.*"

Whether "Seaview" or "Dunmooring," water-based property marketing programmes do seem to have zoned in on a particularly general enthusiasm among buyers. One reason why there is now so much choice for home buyers who fancy a liquid lawn is the release from commercial use of so many industrial wharfs and stretches of working waterway.

The success of waterfront regeneration schemes in the US, and the pace and sales success of residential schemes in London Docklands, in Swansea, Liverpool, Hull, Bristol, Portsmouth and so many other once primarily commercial waterfronts, have inspired developers to tackle a seemingly endless list of long-derelict coastal and inland canal harbours around the country.

London Docklands has to take precedence in this shift to the waters' edge, given the pace and scale of the housebuilding programme there. Yet a river view is the exception in most of the new-built homes behind the Thames warehouse blocks in Wapping and south of the river in Shad Thames. Even in a Docklands market where buyers have stopped expecting swift price rises, when riverside apartments do come on to the market they still sell faster and command a good 20 to 25 per cent premium over equivalent inland space.

In the last few weeks the waterfront end of Barratt East London's successful Gun Wharves warehouse redevelopment, a new-built block of eight, near 2,000 sq ft flats, needed little promotion to be snapped up at between £315,000 and £575,000 a time. And it is the water-facing flats in Regalian's Free Trade Wharf that have been drawing the buyers. The views should help justify the £415,000 to £550,000 price tags on the six, three and four-bedroom flats in the central Georgian warehouses renovations in that otherwise mainly new-built scheme.

Downstream, the prime wharfside – rather than riverside – site of the 435 flats and houses in Timber Wharves Village, built by Ideal Homes (01-538-2779), includes stretches of what are described as "blue lagoons" to attract buyers to a scheme with two-bedroom flats with a garage from £90,000 and two, three and four-bedroom houses from £125,000 to £155,000.

Kentish Homes's less restrained architecture at its Cascades apartment block does have the river itself to look over, and the group – with an eye to the investment market – has now relaunched its equally prime river site at Burrell's Wharf. Hit by post-October nerves, Kentish and agents Alan Selby & Partners (01-538-5421) have put the unfortunately-timed first launch of Burrell's behind them and started afresh with the 300, £87,995 to £339,995 apartments being sold around "The Island Club," which Kentish says is nothing short of "the most exclusive and comprehensive leisure and health centre in England." But if that doesn't inspire buyers, Kentish Homes' Keith Preston is clearly keen to enthuse investors with an eye to the rental prospects by pointing out that "by 1991 there will be well over 100,000 people working on the Isle of Dogs and, on current figures, only 7,000 residential units."

The 700-plus homes planned in the first phase of the £2bn redevelopment of the Royal Docks brings the water-city concept for the area between the Isle of Dogs and Beckton one large step nearer. Meanwhile, on the south of the river, the remaining riverside sites up from the Surrey Docks, past British Gas's 240 acre Blackwall Peninsula site and around the bend of the river to Tower Bridge are all now filling up with housing schemes.

West along the Thames it has been the price of central London residential space as much as planning preferences that explains the number of apartment developments appearing on formerly commercial sites. Again, it was the river view space that went first in the 70-flat Waterside Point block, south by the Albert Bridge, being marketed by Prudential Property Services' Chelsea office (01-924-1741) and Druce New Homes (01 581 3771). Prices here range from £149,000 to £525,000, with penthouses at over £1m.

Back across the water, Chelsea agents Russell Simpson (01-225-3859) report that resales of water-view Chelsea Harbour flats are continuing to go well, and at a premium to their release prices, even though Savills are still selling new units one step ahead of the builders. Sailing west, Winkworth's Hackney Wick office estimate that properties with a river frontage in areas around Hampton and Teddington currently sell at around a 30 per cent premium to the local average.

Views are one thing, but few London properties can boast a garden that does actually reach the river without a footpath or roadway in between. One such rarity, the newly refurbished 10 Hammersmith Terrace, W6, a Grade II listed Georgian five-bedroom house, is just about to be brought to the market by Harrods Estate Office (01-409-9200) and Knight Frank & Rutley (01 824 8171), at £800,000.

Further up in the Edwardian reaches of the Thames, deep into what was once the stockbroker belt, Harrods, and the Maidenhead office of Braxton (0628-74234) have a classic example of the genre in the shape of West Court, Bray. This modernised, six-bedroom, turn-of-the-century mansion in an acre of grounds with 250 feet of river frontage adds up to an asking price of £1.6m.

Off-river, but with the water of the Limehouse Canal to provide a focal point, the David Kennedy Group's development of 65 purpose-built live-and-work units enable studio and B1 class business users to buy a 999-year leasehold on 1,300 and 1,600 sq ft units, half sold as bare workspace, half fitted-out as flats, and each with a separate entrance, for £127,995 and £149,995. Residential rate mortgages of 90 per cent are available on this imaginative scheme through the Abbey National. The first phase of the "Enterprise Works," Hawgood Street, E3, is for sale through Alan Selby & Partners, and is being completed in stages over the next six months.

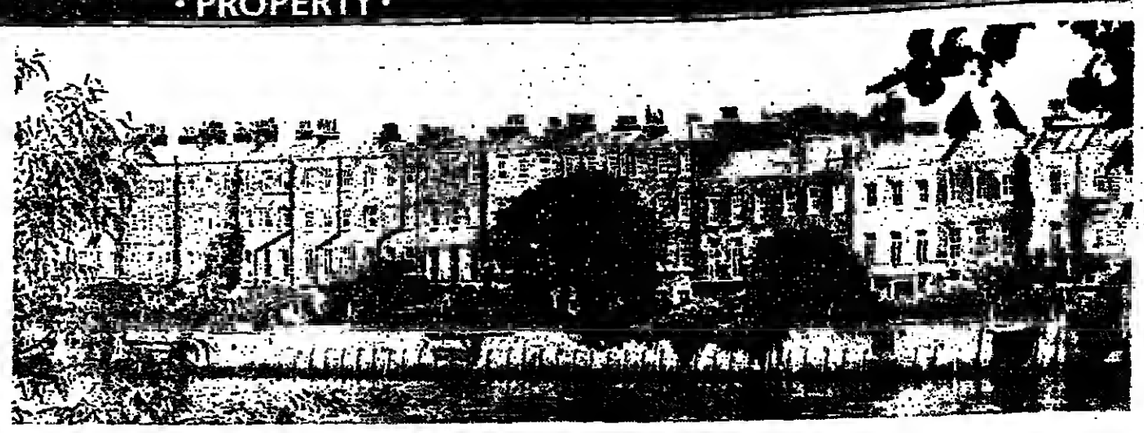
Most waterside homes emphasise getting away from work rather than becoming its neighbour, and the proliferation of marina developments reflects the idea, if not necessarily the practice, of strolling out of the house and onto the boat. Brent Walker's rejuvenation of the flagging Brighton Marina project is enabling Barratt to sell the £80,000 to £475,000 homes a touch faster than they can work their way through the eventually 800-home development.

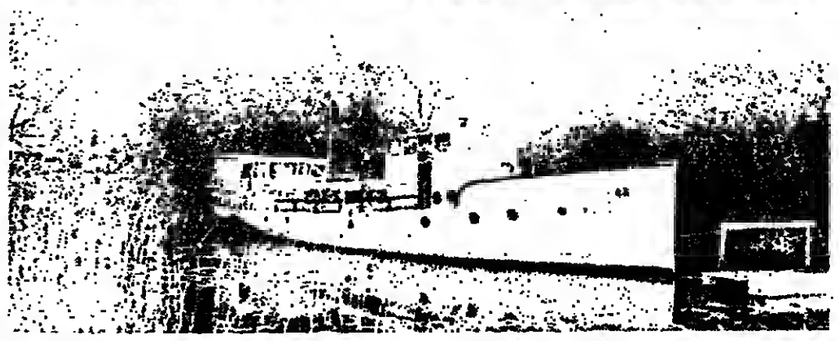
Along the coast to Portsmouth and Southampton, boat enthusiasts, local buyers short on quality new-built homes and commuters combine to create a sufficiently attractive potential buying public to have persuaded developers to aim marine planning applications at any near-liquid site. Local agents report that the arrival of London Docklands-style sales programmes – and prices – in the Solent has brought with it speculative off-plan deposit gambling and a rash of unbuilt resales.

The construction and shipyard group Dean & Dyball (0703-229461) seems to have put down markers on a fair number of moorings with residential potential around Southampton Water, and beyond. D & D are more than half-way through their 225-house Hythe Marina Village, where homes are priced between £197,000 and £549,500.

For those who prefer their water all around there are the usual crop of islands. Savills' Edinburgh (031-226-6961) has the 350 acre Island of Pabay, two miles east of the Isle of Skye, which, for £150,000 or so, comes complete with a modernised four-bedroom house and the right to produce your own stamps. Knight Frank & Rutley (031 225 7105) have the six-bedroom modernised old school house facing out over miles of empty beach on the Isle of Barra in the Outer Hebrides for about £80,000.

Still, that is expensive compared to one Edwardian home on the Chichester yacht basin. Paul Jackson at GA Property Services Lymington (0590-75025) is asking just £29,500 for a one-bedroom, 80-year-old teak and copper sheath-hulled former Naval supply vessel, Fusil, one of a number of house boats on his books that, in this case, reverses the normal waterside pattern by providing views onshore to its own small garden.





Above, the newly refurbished 10 Hammersmith Terrace, W6, a Grade II listed Georgian five-bedroom house, is just about to be released onto the market by Harrods Estate Office (01-409-9200) and Knight Frank & Rutley (01 824 8171), at £800,000.
Left, GA Property Services Lymington (0590-75025) is asking just £29,500 for the one-bedroom, 80-year-old teak and copper sheath-hulled former Naval supply vessel, Fusil, which reverses the normal waterside pattern by providing views onshore to its own small garden.

Docklands Property

Bathrooms

London Property

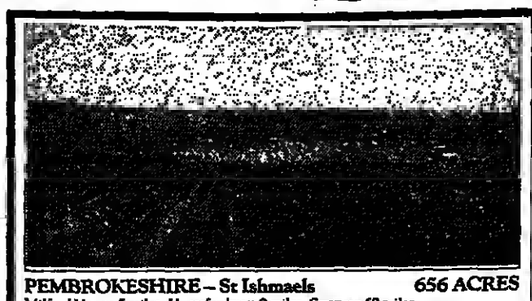
Waterside Properties

London Property

Rentals

Country Property

SAVILLS



PEMBROKESHIRE – St Ishmaels 656 ACRES
Milford Haven 5 miles, Haverfordwest 9 miles, Swansea 60 miles.
An outstanding and attractive early vegetable farm in an idyllic coastal setting.
6 bedroomed period farmhouse. Traditional buildings with conversion potential.
Full irrigation and vegetable handling facilities. Modern office and staff accommodation. Access to secluded bays and safe anchorages.
Superbly sited for a variety of leisure and development uses.
For sale as a whole.
Savills, Hereford. Tel: (0432) 354343.
Savills, Lincoln. Tel: (0603) 612211.
Contact: Roland Machin or Crispin Holborow.

NORFOLK – Near North Walsham
Norwich 20 miles, Cromer 8 miles, Norwich-Liverpool Street Station 1 hr 40 mins.
Most attractive late Georgian country house together with cottage standing in delightful wooded grounds close to the North Norfolk coast.
The Hall: Reception hall, drawing room, sitting room, dining room, games room, study, domestic offices, cellar, 8 bedrooms, 4 bathrooms.
Full oil central heating.
The Cottage: Hall, sitting room, conservatory/sun room, 2 bedrooms.
Outbuildings. Squash court, heated swimming pool, stabling.
In all about 12½ acres.
Region of £295,000.
Savills, Norwich. Tel: (0603) 612211. Contact: Lois de Soissons.

DULWICH BORDERS – Sydenham, SE26
Hyde Park Corner 8 miles, Sydenham Station ½ mile, London Bridge 11 minutes.
[illegible]
Entrance hall, 3 reception rooms, inner hall/study, kitchen/breakfast room, 6 bedrooms, 3 bathrooms.
Garaging. Heated swimming pool. Attractive garden.
About ⅓ acre.
Savills, London. Tel: 01-499 8644.
Contact: Richard Page.

MIDLOTHIAN
Penicuik 2 miles, Princes Street 9½ miles.
[illegible]
policies and 460 metres fishing rights on the River North Esk.
3 receptions, dressing room, 5 bedrooms, 2 bathrooms, kitchen.
Central heating, garaging for 4 cars, pony paddock, stables. 3 bedroom staff flat.
About 28 acres.
Offers over £285,000.
Savills, Edinburgh. Tel: 031-226 6961. Contact: Andrew Rettie.

01-499 8644 20 Grosvenor Hill, London W1X 0HQ

WILSON HAWKINS SURVEYORS ESTATE AGENTS

HARROW ON THE HILL, MIDDX.
10 Miles Central London, easy access Heathrow, M4, M25, M1
let admist ¾ acre of delightful landscaped gardens, with magnificent country-like panoramic Southerly aspect in prestigious private gated road. 4/5 beds, 2 baths (one ensuite), 2 elegant receptions, luxury country style fully fitted kit/bkfst. rm. Impressive recep. hall with vaulted ceiling, shwr. room/WC, dble gge. Security system. Planning consent for 17000sq.ft. addit accommodation.
Offers in the region of £650,000 Freehold
Sole Agents
Contact Martin Wire or Andrew Telter
33/35 High St. Harrow on the Hill, Middx. Tel: (01) 422 3333

CZECH & SPEAKE
OF JERMYN STREET
MAKERS OF FINE BATHROOMS
The Czech & Speake Bathroom, as mentioned in discriminating estate agents' particulars, is the only bathroom brand to give added value to your home
Stockists, information and brochures: 01-980 4567

PRUDENTIAL Property Services

SURREY – GRAYSWOOD – Haslemere (Waterloo 51 mins) 1½ miles
A remarkable new development of only four luxury family houses situated on a ten acre site. Of traditional construction and superbly fitted and designed with 5/6 beds, 2 baths (1 en suite), en suite shr rm, 3/4 receps, kit/bfast rm, conservatory, gas ch, dbl gge. Only 2 remaining with grounds of over 2 4 acres. Further adjoining land available.
Guide £400,000 ff.
204 LONDON ROAD, BURPHAM, GUILDFORD, SURREY GU4 7JS. Tel. 0483 575727.

COOKHAM ON THAMES: MAIDENHEAD 2½ MILES.
A magnificent gentlemans country residence with staff cottage, ballroom and tennis court in a secluded position adjoining farmland.
Entrance hall, 2 cloakrooms, 3 reception rooms, 9/11 bedrooms, kitchen and domestic offices, 8 bedrooms, 8 bathrooms, staff/guest cottage. Gas CH, double glazing, double garage, gardens of one acre with tennis court. Freehold for sale.
KING & BLAKEMORE Maidenhead office (0628) 73339.
1 High Street, Maidenhead, Berks SL6 1JR.

Your exclusive retreat in the Cotswolds

Chipping Campden (5mi) Broadway (5mi) Moreton in Marsh (5mi)
More than 70 individual homes and apartments within the setting of a Grade I listed, 17th Century country house and its 35 acres of grounds in the heart of the Cotswolds. Apply joint agents:
Jackson-Stops & Staff, Chipping Campden. Tel: (0386) 840224
Lane Fox, Banbury. Tel: (0295) 710592
Northwick Park

GA Property Services

A picturesque 17th century listed farmhouse and barn with views over open countryside and standing in grounds of about 12.5 acres. Panelled drawing room, dining room, playroom/bed 5, kitchen-breakfast room, 4 beds, 2 baths, utility. Offers in the region of £400,000.
Contact John Davey, G.A. PROPERTY SERVICES Country House Division (0228) 401401. Joint Agents Savills.

London Property

Portmans • 225 3991

[illegible] Court - SW3
Recently modernised flat in prestigious portered block in this tranquil Chelsea location, [illegible] facing views over Cadogan, mins from Sloane Square. Double bedroom, reception, [illegible] bath. 87 years. £175,000.
Excellent Knightsbridge Investment
In this blue chip area, we are fortunate to have a quiet well sited 3rd floor flat in popular [illegible] block, just by the tube station, shops, taxis and Harrods. 2 beds, bath en-suite, [illegible] WC, reception 17'x13', kit/break. CH, lifts, CHW, 24 hr pge. 105 years. £210,000
No Offers. SOLE AGENTS.
Close Lyncr & Historic Buildings - SW7
An immaculate third floor (lift) flat with a sunny outlook and leafy views towards historic buildings. Portered block. 25' reception. 2 double beds, kit, bath. 112 years. £199,950.
24 HOURS TELEPHONE 589 6337

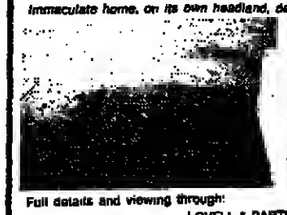
Overlooking Hampstead Golf Course

Immaculate, 8 bedroomed double fronted house moments from Hampstead Heath. The house features extremely specious accommodation, elegant reception rooms and a superb secluded rear garden.
£1,425,000 FREEHOLD
Winkworth
903 Finchley Road, London NW11. 01-458 8313

International Property

LOVELL & PARTNERS
Estate Agents, Valuers, Auctioneers, Property Managers & Consultants.
11 SMITH STREET, ST PETER PORT, GUERNSEY. TEL: 0481-23636

SARK, CHANNEL ISLANDS
No income tax - no capital gains or transfer tax - quiet and peaceful!
LA CLOTURE DE BAS
Immaculate home, on its own headland, designed as three units.



Main House - 2 reception, kitchen, 4 bedrooms and 2 bathrooms
Staff - 1 reception, kitchen, 1 bedroom and bathroom
Guest - 2 reception, kitchen, 2 bedrooms and bathroom
Service building, garden and cliff land
Main electricity, central heating, own ample water supply and septic tank
Full details and viewing through:
LOVELL & PARTNERS LIMITED
SMITH STREET, ST PETER PORT, GUERNSEY 0481 - 23636

PRIME FARMING OPPORTUNITIES

SOMERSET Between Ilchester and Yeovil
A Most Attractive Residential Dairy and Arable Farm – 801 ACRES
A Fine 15th Century Grade II* 5 Bedroomed Manor
8 Cottages. Modern and Traditional Farmbuildings
Milk Quota for 1.01m litres
For Sale as a Whole or in 7 Lots, with Vacant Possession (except for 6 cottages)
Mayfair Office 01-499 4155 Wells Office 0749 78012

OXFORDSHIRE Between Oxford and Swindon
An Attractive Residential Arable and Stock Farm – 600 ACRES
A 17th Century Grade II Stone Farmhouse
A Modern Bungalow and 2 Cottages
Modern and Traditional Farmbuildings
A Good Small Shoot, Fishing on River Thames
For Sale As A Whole or in 5 Lots
With Vacant Possession except for 3 dwellings
Mayfair Office 01-499 4155 Oxford Office 0865 246611

BERWICKSHIRE Between Duns and Berwick-upon-Tweed
A Substantial and Well-Equipped Arable Farm – 882 ACRES
An Attractive 6 Bedroomed Farmhouse 10 Cottages
52,500 Sq Ft Modern Farm Buildings
For Sale as a Whole With Vacant Possession (Except for 3 Dwellings)
Mayfair Office 01-499 4155 Edinburgh Office 031 225 8602

EAST SUSSEX Between Hawkhurst and Hastings
A Residential Dairy Farm – 241 ACRES
Listed Georgian Farmhouse
Oast for Conversion 3 Detached Cottages
A Dairy Unit for 120 Cows 43 Acres Woodland
For Sale as a Whole or in 6 Lots
With Vacant Possession (Subject to one tenancy)
Mayfair Office 01-499 4155 Haywards Heath 0444 441166

CAMBRIDGESHIRE Between Peterborough and Huntingdon
A Most Attractive Residential Arable Farm – 602 ACRES
A Fine Georgian 6 Bedroomed House
Farmbuildings with possible Residential Development Potential
A Victorian 5 Bedroomed Farmhouse
For Sale as Whole or in 6 Lots with Vacant Possession

CAMBRIDGESHIRE Between Peterborough and March
A Well Equipped Grade I Arable Farm – 761 ACRES
Substantial Farmhouse, Bungalow
Grain Storage for 1,800 tons. 100% Grade 1 Land
For Sale As A Whole With Vacant Possession
Mayfair Office 01-499 4155

WILTSHIRE Between Marlborough and Swindon
A Most Attractive Agricultural Investment – 405 ACRES
A Charming 18th Century Farmhouse with 5 Bedrooms
3 Cottages. Part Grade II Land
Let and producing £17,400 per annum
For Sale subject to Tenancy
Mayfair Office 01-499 4155 Oxford Office 0865 246611

CLUTTONS
127 Mount Street, London W1Y 5HA, Telephone 01-499 4155, Telex 28729, Fax 01-409 1983

London Property

New townhouses reflecting a timeless elegance

An outstanding new development of freehold townhouses is available from around £450,000 to £825,000 (first release properties around £745,000).

Situated in the exclusive area of South Kensington, these properties have been carefully integrated into the attractive existing mews of Roland Way.

The luxury of spacious bedrooms, beautiful bathrooms, attractive reception rooms and fully fitted kitchen. The convenience of a secure garage or underground parking space. The feeling of confidence in the high standards

of construction employed by two of the country's leading housebuilders. These are just some of the ways you'll appreciate the attractions of Roland Way.

Roland Way is located off Roland Gardens, which is off the Old Brompton Road. Our showhouse is open for viewing Monday to Friday 11am to 7pm and Saturday and Sunday 11am to 4pm (Tel: 01-370 4341). An illustrated brochure is available by contacting Cluttons on 01-589 1122 or Lovell Homes London on 01-995 0445/6.

ROLAND WAY
SOUTH KENSINGTON
LONDON SW7

Prices correct at time of going to press - The illustration is representative of The Gilston house type

A development by Lovell Homes and Balfour Beatty Homes

Lovell Homes

Balfour Beatty Homes
A BICC Company

Sales enquires to
CLUTTONS
117-119 Fulham Road, London SW3 6RL
Telephone 01-589 1122

ST JOHNS WOOD OFFICE | ST JOHNS WOOD OFFICE | HOLLAND PARK OFFICE | TUFFNELL PARK OFFICE

[illegible] VILLE. A delighted modern gate house situate in this sought after location and within a short walk of local shops and Maida Vale underground station. E/Hall, Guest WC, Reception Room, Dining Room, Kitchen, 3 Bedrooms, Bathroom.
Freehold £159,950 Tel 586 5529
Open Sunday 11am-5pm.

[illegible] Close. A fully refurbished period maisonette retaining many period features and offered for sale in superb condition throughout with a stunning display reception room. E/Hall, Recep, Dining Rm, Kit, 3 Beds, 2 Baths/WC, Pdr Box, Independent Gas CH, Private Gge.
Leasehold £299,950 Tel 586 5529
Open Sunday 11am-5pm.

[illegible] HILL, [illegible], Charming Ter. terraced period house in fashionable location close to Notting Hill Gate. E/Hall, Double Reception Rm, Fitt Kitchen, Bathroom, Gas CH.
Freehold £275,000. Tel 229 9337
Open Sunday 11am-5pm.

[illegible] PARK, NW5. An immaculate fully refurbished late Victorian house arranged on three floors offering spacious accommodation throughout within a highly regarded area: E/hall, Dble Recept Rm, Kit/Diner, Rm, Utility Rm, Sep WC, 5 Bedrooms, 2 Bathrms, Patio garden. Gas CH.
Freehold £215,000 Tel 485 9000
Open Sunday 11am-5pm.

OPEN 7 DAYS A WEEK **Brian Lack & Co** SAT. 9.30-1.00 SUN. 11.00-5.00

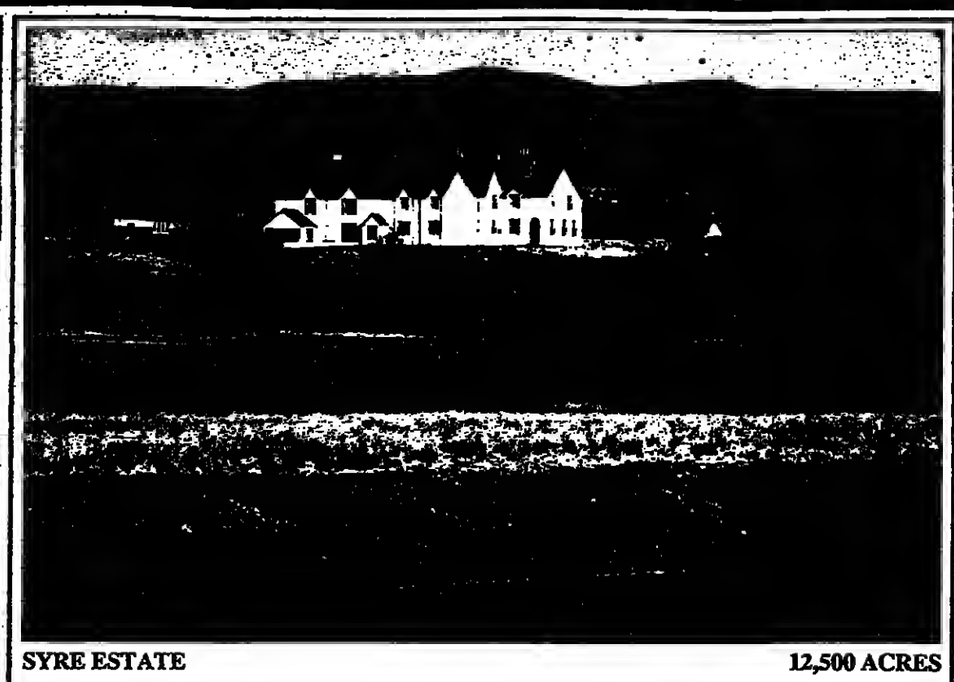
Country Property

STRUTT & PARKER

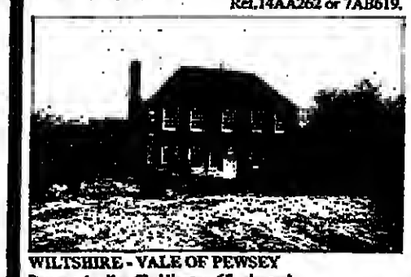
13 HILL STREET BERKELEY SQUARE
LONDON W1X 8DL
01-629 7282

SOUTH WEST WILTSHIRE
Mere (A303) 2 miles. Salisbury 20 miles.
A most attractive situated and well appointed period country house in a convenient location and in unspoilt countryside.
3 reception rooms, study, conservatory, 5 bedrooms, 2 bathrooms, playroom. Potential for first class extension. Garage block and outbuildings. Attractive well stocked garden. Paddock. 2 fields (lot 2).
About 10 acres. As a whole or in two lots.
Region £300,000 Salisbury office Tel (0722) 28741.
Ref. 7AA616.

WILTSHIRE
Sutton Benger 1 mile.
A most attractive residential and sporting farm with woodland in an outstanding setting providing excellent sporting facilities.
An attractive farmhouse dating from the sixteenth century, with potential for modernisation and enlargement. Range of traditional and modern farmbuildings. About 108 acres or arable/pastureland. About 110 acres of woodland incorporating a well run shoot. Two trout lakes.
In all about 218 acres. Offers invited.
Newbury office: Tel. (0635) 521707.
Salisbury office: Tel. (0722) 28741.
Ref.14AA262 or 7AB619.



SYRE ESTATE **12,500 ACRES**
STRATHNAVER-SUTHERLAND
An outstanding estate on the River Naver
Syre Lodge, Dalvina Lodge. Three cottages. River Naver-⅓ share. 10 Year average 455 salmon. Loch Naver. Syre Forest 10 year average 8 stags.
About 12,500 acres with vacant possession (minor exceptions)
For sale as a whole or in three lots.
London office: Tel. 01-629 7282.
Edinburgh office: Tel. 031-226 2500.



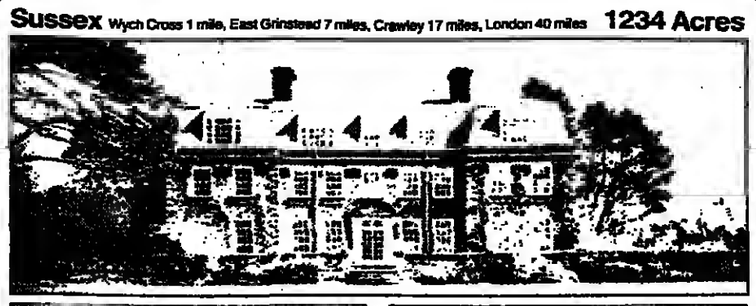
WILTSHIRE - VALE OF PEWSEY
Pewsey 4 miles (Paddington 65 minutes).
Devizes 5 miles. Marlborough 6 miles.
A delightful early eighteenth century Grade II* listed village house for further improvement in an unspoilt situation with outstanding views of the Marlborough Downs.
Entrance hall, 2 reception rooms, kitchen/breakfast room, 3 bedrooms, 2 bathrooms and 2 potential attic rooms. Outbuildings including garage, studio and workshop. Part walled garden.
About 0.5 of an acre. Excess of £250,000.
Salisbury office: Tel. (0722) 28741. Ref.7AA618.

SUFFOLK
Eye 3 miles. Diss 7 miles. London/Liverpool Street Station 100 minutes.
A beautifully situated 17th century manor house with substantial period accommodation, extensive gardens, and large timber framed Suffolk barn and Granary enjoying pleasant views over farmland to all sides.
4 reception rooms, 5 bedrooms, 3 bathrooms, conservatory. Separate flat. Mature gardens and grounds. Large pond. Separate Granary and large Suffolk barn. Views overlooking farmland.
About 4 acres. Region £350,000.
Norwich office: Tel. (603) 617431. Ref. 9BB2474.

SUSSEX COAST - FAIRLIGHT
Hastings 4 miles. Charing Cross/London Bridge 90 minutes. London 64 miles.
An imposing Victorian mansion with fine views over surrounding countryside to the sea. Eminently suitable for alternative uses subject to planning consent.
Reception hall, 3 reception rooms, billiard room, 5 bedrooms, dressing room, 4 bathrooms. North wing, 3 reception rooms, 9 bedrooms, dressing room, 2 bathrooms. Annexe with self contained 4 bedroom flat over. Coach house and stable block including 4 bedroom cottage and 4 bedroom flat. Garaging and stabling, indoor riding school. Landscaped gardens and grounds, pasture and woodland.
About 34½ acres.
Joint sole agents: John Bray & Son, 11 Warrior Square, St Leonards on Sea. Tel. 0424 420312.
Strutt & Parker London office: Tel. 01-629 7282.
Lewes office: Tel. (0273) 475411. Ref.1AG10298.

Humberts Residential

Sussex Wych Cross 1 mile, East Grinstead 7 miles, Crawley 17 miles, London 40 miles **1234 Acres**



By direction of Birch Grove Estates
Birch Grove: One of the most prominent Sporting and Residential Estates in the South of England.
including Birch Grove House with 5 reception rooms, 14 bedrooms, 8 bathrooms, domestic offices. 4 staff cottages, gardens and grounds, enjoying spectacular views in an area of outstanding natural beauty.
Two secondary houses and further let properties. Two principal farms with established dairy units and about 900,000 litres of milk quota.
Extensive woodland and a number of ponds providing superb shooting together with trout and coarse fishing
For Sale by Private Treaty. As a whole or in 33 Lots. Details: Humberts London Office Tel: 01-629 6700

Surrey
Betchingley 1 mile, Godstone 2 miles, London 21 miles, Gatwick 15 minutes, M23/M25 3 miles.
A beautiful period house ideal for the international commuter.
Large entrance hall, dining room, drawing room, sitting room, music room, study, 8 bedrooms, dressing room, 4 bathrooms, modern kitchen
Staff cottage. Excellent outbuildings, garaging for 4 cars, 3 loose boxes. Walled kitchen garden, beautiful formal gardens, paddocks.
In all about 29 acres.
Details: London Office, Tel: 01-629 6700
(01/23539/JRB)

Somerset
Taunton 11 miles, M5 (junction 26) 3½ miles.
A fine Georgian country house occupying a magnificent setting.
4 reception rooms, 6 bedrooms, 3 bathrooms, cloakroom, kitchen/breakfast room.
3 roomed ground and first floor flats. Central heating. Superbly landscaped gardens.
Offers in the region of £475,000 Freehold with about 5¼ acres.
Details: Taunton Office, Tel: (0823) 288484
(17/1419/PRV-F)

London Office:
01-629 6700
Humberts, Chartered Surveyors
25 Grosvenor Street, London W1X 9FE
Telex: 27444

KING'S BEECHES ASCOT

Presenting an Important Residential Development Opportunity. About 45 acres.

There is planning consent for the renovation and extension of the existing Mansion House, and with scope for alternative planning consents.

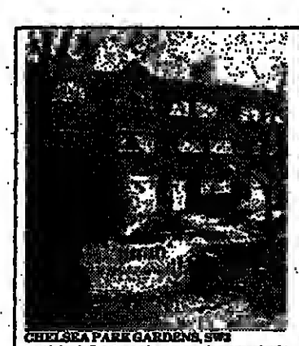
Closing date: 29th July 1988

Knight Frank & Rutley
20 Hanover Square, London W1R 0AH
Telephone 01-629 8171
or Sunninghill, Ascot,
Berkshire SL5 0PT
Tel: (0990) 24732
Ref: ABR

SAVILLS
20 Grosvenor Hill, Berkeley Square,
London W1X 0HQ
Telephone 01-499 8644
Ref: RJMT/JMC

JOHN D WOOD & CO.

LONDON. COUNTRY

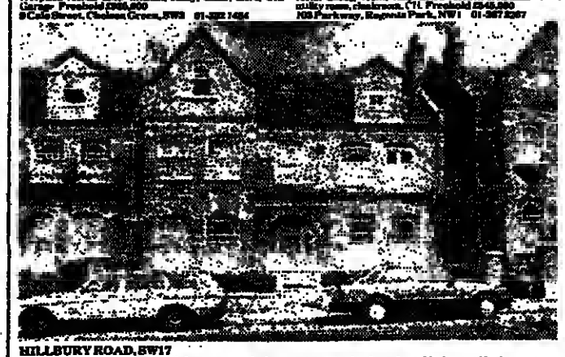


CHELSEA PARK GARDENS, SW3
A wide low bulk house with an extremely spacious bright interior and a southerly aspect over the large private garden terrace. 8 bedrooms, dressing room, 2 bathrooms, 2 reception rooms, large kitchen, study, cellar, store, CH. Garage. Freehold £900,000
8 Cale Street, Chelsea Green, SW3 01-352 1454

GLOUCESTER CRESCENT, NW1
An elegant early Victorian house with lovely reception rooms, etc flat, and superb roof terrace and garden. 4 bedrooms, 2 bathrooms (1 en suite), shower room, drawing room, dining room, fully fitted kitchen/breakfast room, utility room, cloakroom, CH. Freehold £945,000
708 Parkway, Regents Park, NW1 01-267 3267

LANSDOWNE ROAD, W11
A fine elegant semi-detached house with garden leading onto extensive communal gardens. 5 bedrooms, 2 bathrooms, lovely ground floor drawing room, study, dining room, kitchen, cloakroom, CH. Freehold £995,000
207 Westbourne Grove, Kensington, W11 01-221 1361

BY THE ALBERT BRIDGE, SW11
An excellent first floor flat with parking space and terrace in a new development, with views over the Thames and Albert Bridge. 3 double bedrooms, 2 bathrooms, reception room, kitchen, terrace, 24 hour porterage, lift, parking space. 125 years £295,000
Battersea Office 01-228 0174 Chelsea Office 01-352 1454



HILLBURY ROAD, SW17
A generous and well managed family home close to the Common in good order throughout. 7 bedrooms, 2 bathrooms, 3 reception rooms, large kitchen/breakfast room, utility room, cellar, CH, 50' x 40' rear garden. Freehold £395,000
254 Trinity Road, Wandsworth, SW18 01-871 3222

EATON TERRACE, BELGRAVIA, SW1
A fine period house on the south side of Eaton Terrace. 4/5 bedrooms, 2 bathrooms, 2 large reception rooms, excellent services, basement flat with two rooms, kitchen and bathroom. 27 years £[illegible]
36 Ebury Place, Mayfair, W1 01-405 0050

London and Country Estate Agents
23 Berkeley Square, London W1 01-629 9050

Jackson-Stops & Staff

HEAD OFFICE
14 Curzon Street
London W1Y 7FH
Telephone:
01-499 6291

National Agents with regional knowledge

East Devon
Colyton. Exeter/Taunton 45 minutes.
A magnificent Listed Tudor town house of great historic significance in the Market Square with residential and commercial potential.
49 foot, Great Hall, kitchen/breakfast room, 28½ foot Feoffees Chamber, drawing room/bedroom 1, bathroom, 3 further bedrooms, bathroom. Gas fired central heating throughout. Double garage, utility room. Further off street parking. Pretty terrace and garden.
Apply: Jackson-Stops & Staff, 10 Southernhay West, Exeter, EX1 1JG.
Telephone: (0392) 214222.

ISLE OF WIGHT OLD BARN with P/P for DWELLING
with over ½ ACRE
Superbly positioned in lovely country fine views near sea. Auction July 22.
Particulars George Creasey
Newport 0983 524268

Rentals

CARLETON SMITH & CO.

HORSELYDOWN LANE, TOWER BRIDGE SQUARE, SE1
3 bed family hse mins from Tower Bridge Set on 3 flrs tt. spacious accomm and is [illegible] furnished throughout. 3 Bed, 2 Bath, Recep. Kit. Garden, Parking £250.00 p.w.
ST SAVIOURS WHARF, MILL ST, SE1
[illegible] 2 bed flat in prestigious warehouse [illegible] 24 Porterage Lrg Recep/Din [illegible], 2 bed, 2 bath, kit, bal off Recep and bed, video entry phone. £325.00 p.w.

Tel: 01-488 9017
39 East Smithfield
London E1 9AL

1900 TERRACED WEAVERS COTTAGE
LINTON COTTAGE - COWLING - NORTH YORKSHIRE
Situated on the Pennies Way amidst breathtaking scenery.
Lounge with exposed beams and inglnook fireplace.
Newly fitted kitchen and hob.
Stairs leading to cellar (which could easily be converted into large bedroom/study)
Opening onto open countryside and riverside walk.
Double bedroom. Bathroom. Newly decorated throughout.
Gas central heating.
Would make ideal holiday/retirement home.
£33.00 Fully Furnished
Tel no: (0535) 35912

NEAR DARTMOUTH, DEVON COAST.
A rather special new Barn Conversion, providing high specification luxury 3 bedroom 2 bathroom house, fully fitted throughout, tastefully decorated and furnished, ready for occupation. Garage, boat parking, adequate garden.
Offers invited over 200 K for the freehold of this unique package.
Write Box T6934, Financial Times, 10 Cannon Street, London EC4P 4BY

Land For Sale

PIECE OF LAND
For Development in Ramsgate. Contact Trinity Court Estates Ltd. 0843-590005.

Country Property

Knight Frank & Rutley

20 Hanover Square
London W1R 0AH Telex: 265384

01-629 8171

Avon
Bath (5 minutes) Paddington (from 1 hour 6 min) M4 (J 18) 9 miles.

An immaculate and secure country house with separate modern office

Hall, 4 reception rooms, master bedroom suite, guest suite, 4/6 further bedrooms, 2 further bathrooms.
2 bedroom coach house
Floodlit tennis court, heated swimming pool, beautifully maintained mature and lit gardens
Two railed paddocks, stable block, outbuildings.

About 6 acres
Apply: Cirencester (0285) 69771
(SMGB/PWMR/13616)

Oxfordshire/Buckinghamshire Border
Henley-on-Thames 5 miles. London 40 miles.

A fine period house in the beautiful Hambleden Valley

Hall, 3 reception rooms, staff sitting room, 8 bedrooms, 3 bathrooms. Staff cottage. Garage stable block and outbuildings. Hard tennis court. Orchard. Part walled gardens. 3 paddocks.

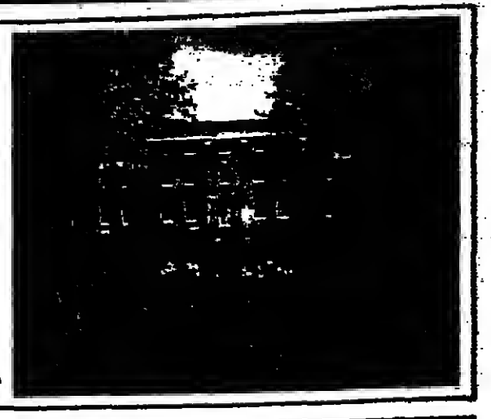
About 6½ acres
Apply: London

Worcestershire
Worcester 6 miles. M5 9 miles.

A beautiful listed Georgian house

Reception hall, drawing room, dining room, study, kitchen/breakfast room, garden room, 2 cloakrooms, 5 bedrooms, 3 dressing rooms, 5 bathrooms, sauna.
3 bedroom cottage.
Traditional stable block with garaging.
Outbuildings. Swimming Pool.
Fishing in the Leigh Brook. Magnificent gardens and grounds.

About 8 acres
Apply: London,
Hereford (0432) 273087 or
Stewart White & Co (0905) 723438
(EGM/VA/20462)



East Sussex
Battle 5 miles. London 50 miles.

A beautiful residential estate

A delightful period house dating from Tudor and Queen Anne periods with 3 reception rooms, 5 principal bedrooms, 2 attic bedrooms, 3 bathrooms.
Superb gardens and outbuildings. 2 cottages. Numerous barns for conversion.
Planning consent for holiday leisure development scheme.

About 115 acres
As a whole or in lots
Apply: London or Tunbridge Wells (0932) 515035
(RAME/14346)

West Sussex
Billingshurst 1 mile. London 45 miles.

An enchanting residential farm and stud

An immaculate 5 bedroom period house recently restored and refurbished to the very highest standard. Attractive range of traditional Sussex outbuildings including stabling for 8. Planning consent for extensive stud yard comprising 26 boxes and additional staff cottage.

About 93 acres
A further staff cottage and additional 104 acres of land could be made available separately.
Apply: London
(RAME/20122)

Hampshire
Between Haslemere and Liphook. London 45 miles. A3 1 mile.

An excellent compact trout farm and hatchery in its own hidden valley

Substantial, well appointed 5 bedroom contemporary house with stabling for 5.
Manege. Paddocks.

About 24 acres
Apply. London
(RAME/20427)

Hertfordshire
Chenies. Central London ½ hour by train.

A superbly located residential farm in a wonderful setting

A beautiful period house in its own delightful grounds with separate guest annexe.

About 125 acres
Apply: London
(RAME/20381)

On the instructions of The Hon. John Corbett.

Ayrshire
Fenwick 2 miles. Kilmarnock 4 miles. Ayr 16 miles. Glasgow 17 miles.

A superb Edwardian castle designed by Sir Robert Lorimer

3 principal reception rooms, 2 bedroom suites, (1 principal bedrooms, 6 further bedrooms and secondary accommodation.
Fortified 16th Century castle. Entrance lodge. 3 cottages, stables and engine house.
Walled gardens and policies. Excellent pheasant shoot.

About 81 acres
For sale as a whole or in 10 lots
Joint Agents: R & W Hall, 041-332 6320
Knight Frank & Rutley, Edinburgh 031-225 7105
(CSS/03258)

Oxfordshire
Wallingford 3 miles. Oxford 10 miles. Henley-on-Thames 15 miles.

An attractive Grade II listed William and Mary manor house overlooking the village green

4 reception rooms, master bedroom suite, 5 further bedrooms and 2 further bathrooms. Garaging. Outbuildings. Magnificent threshing barn. Gardens and paddocks. About 4 acres.
Barn cottage: 2 reception rooms, 3 bedrooms and bathroom. About ½ acre.

About 4½ acres
As a whole or in two lots
Joint Agents: Hogg Robinson, Henley-on-Thames (0491) 571157 and Knight Frank and Rutley, London and Chipping Norton (0608) 41914
(FR/SUL/20441)

East Lothian
Stenton, Haddington 7 miles. Edinburgh 25 miles.

An outstanding 17th Century house beautifully restored and enjoying magnificent views to the Lammermuir Hills and the sea

4 reception rooms, 9 bedrooms, 4 bathrooms. Fine gardens and policies including *colourful walled garden. 2 cottages, stables, garages and paddock.*
2 let fields of 20 acres.
Barony Title.

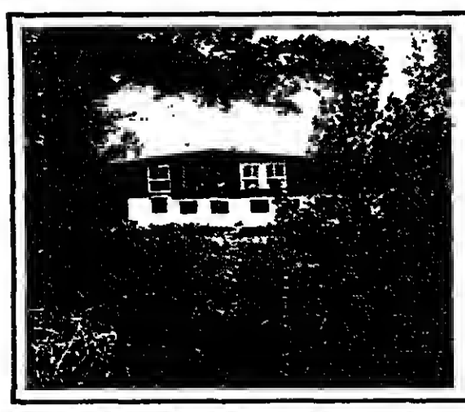
About 34 acres
Apply: Edinburgh 031-225 7105
(CSS/03302)

Warwickshire
Tredington. Stratford-upon-Avon 7 miles. Banbury 15 miles. Moreton-in-Marsh 8 miles. Warwick 10 miles.

A superb listed stone village house with adjoining cottage and stone barn

3 reception rooms, 3/4 bedrooms, 2 bathrooms. Stone barn, providing large games room (with scope for conversion), 2 bedroom stone cottage. Secluded courtyard garden. Heated swimming pool. 2 garages.

Apply: Stratford-upon-Avon (0789) 297735
(JVEW/16364)



Morayshire
Rafford
Inverness 30 miles. Airport 23 miles.

An attractive modern house in a silver birch wood with 4 holiday cottages

3 reception rooms, study, master bedroom suite, 4 further bedrooms and bathroom.
3 garages, stables and other useful outbuildings.
4 self-contained holiday lodges.
Planning consent for a further 4 lodges and games room.

About 28 acres
Joint Agents: John Mackay & Co, Forres (0309) 72001
Knight Frank & Rutley Edinburgh 031-225 7105
(WNJ/08248)

South Herefordshire/ Monmouthshire Border
Monmouth 9 miles. Hereford 15 miles.

A compact grass/ livestock farm with a fascinating listed farmhouse

Large living hall, 3 reception rooms, 5 bedrooms and bathroom.
Extensive modern and traditional buildings including *listed dovecote and stabling.*
Well fenced and watered organic grazing land. Woodland.

About 163 acres
Apply: Hereford (0432) 273087
(EGM/03116)

Warwickshire
Rowington. Stratford-upon-Avon 15 miles. Birmingham 16 miles. M40 extension 7 miles.

An impressive 16th century property, fully restored, sited in an attractive village

Entrance hall, 3 reception rooms, kitchen/breakfast room, cellar, 5 bedrooms, 3 bathrooms.
Central heating, garaging, paddock, garden incorporating enclosed courtyard.

About 1¼ acres
Apply: Stratford-upon-Avon (0789) 297735
(EGM/16360)

SELLING YOUR PROPERTY ACROSS THE WORLD — 50 OFFICES IN 5 CONTINENTS

JAMES HARRIS
WINCHESTER

HAMPSHIRE - DUMMER

London 55 miles — Winchester 13 miles — Basingstoke 7 miles
M3 (J7) 3 miles

THE BREACH FARM ESTATE

AN OUTSTANDING RESIDENTIAL AGRICULTURAL AND SPORTING ESTATE
Breach House - 4 reception rooms, 5 bedrooms, 3 bathrooms
Two Secondary Houses and FOUR COTTAGES
Modern Farmbuildings
815 ACRES Productive Arable land, 167 acres Woodland
Fine Pheasant and Partridge Shoot

ABOUT 1,000 ACRES
FOR SALE AS A WHOLE

Joint Agents
James Harris, Jewry Chambers Wichester Tel (0962) 841842
Strutt & Parker London Office: Tel 01-629 7282
(IDC 10320)

SIMMONS & LAWRENCE
Estate Agents — Established 1770.
Over 40 Associated offices in Bucks, Berks, Oxon, Hants, Surrey & Gloucs.

THE CONWAYS BRIDGE ESTATE - NR HENLEY ON THAMES

LONDON 40 minutes

A Unique Riverside Estate in a superb setting and location with 450 yards frontage to the River Thames in 76 acres of parkland and beautiful gardens to include six hole Golf Course.

Sale includes Period Main Residence, Studio Annexe and Wet Boathouse, Guest Lodge, Second Wet Boathouse, Gate Lodge and Green Keeper's Bungalow.

For Sale as a whole by Public Auction (Unless Sold Previously) on 27 July 1988 at 3 pm at the Town Hall, Henley on Thames.

SOLE SELLING AGENTS - HENLEY OFFICE
- 0491 578555
Country Homes Department, 32 Bell Street, Henley on Thames

SHELDON BOSLEY
& Partners
Chartered Surveyors

On the Warwickshire Oxfordshire borders
MANOR FARM HOUSE.
LITTLE WOLFORD
A MAGNIFICENT COTSWOLD HOUSE COMMANDING SPLENDID VIEWS
Privately situated overlooking beautiful countryside, 3 Reception Rooms, 4 Bedrooms, 2 Dressing Rooms, 2 Bathrooms, Attics, Cellars, Outbuildings, Stables, 3 FINE STONE BARNS 1½ ACRES.
FOR SALE BY AUCTION, THURSDAY 14TH JULY 1988
Auctioneers Offices Shipston-on-Stour (0608) 61666

JOHN D. WOOD
KINGTON BOTTOM, HERTFORDSHIRE

3 ACRES OF LAWNS WITH TENNIS COURTS, WOODLANDS, ORCHARD AND A SUBSTANTIAL 4 BEDROOM/3 RECEPTION FAMILY HOME.
OFFERS IN THE REGION OF £270,000

Tel: Harpenden (05827) 64343

CLUTTONS

Shamley Green, Surrey
Guildford 4 miles. Cranleigh 3 miles

An enchanting 17th Century Village House and Cottage both Listed Grade II, requiring renovation and overlooking the Green,

Drawing Room, Dining Room, Study, Breakfast Room, Kitchen, 5/6 Bedrooms and 2 Bathrooms.
Garage and Garden

A detailed Grade II Cottage with 2 Bedrooms.

A valuable Building Plot for one dwelling (Subject to planning permission)

In all about ¾ Acre

Cluttons Mayfair Office, Tel. 01 499 4155 and Osenton Lamden, Shere Office, Tel: (048641) 2669

127 Mount Street, Mayfair, London W1Y 5HA, Telephone 01 499 4155
Head Office: 45 Berkeley Square, London W1X 5DB.
Also Chelsea, Docklands, Kensington, Arundel, Basildon, Bath, Canterbury, Carlisle, Edinburgh, Folkestone, Harrogate, Haywards Heath, Leeds, Oxford, Wells, Bahrain, Dubai, Oman, Sharjah.

• PROPERTY •

Ross Davies on the rejuvenation of the Docklands of the North

The tide turns for Liverpool

"LIVERPOOL? I'd build a wall around it, then I'd flood the place." An extreme reaction indeed, not least because Liverpool is built on a windy, sandstone bluff and would require quite some wall if the subsequent inundation were not to swallow half of England and a little of Wales with it.

Few British towns seem to generate such strong emotions, for and against, as Liverpool. The would-be flooder is one of the country's larger housebuilders and developers, embittered by years of disruption on his local sites. But it's not hard to find an opposing view.

Consider, for example, a remark by an equally big housebuilder and developer, Sir Lawrie Barratt, also with extensive interests on Merseyside. Looking back on 15 years' experience of interests on Merseyside, Sir Lawrie says "We have never had any trouble. Not a single strike." Far from wishing he could build a wall and flood the place, Sir Lawrie, chairman of the country's largest housebuilder, Barratt Developments PLC, is negotiating with Merseyside Development Council for two new sites which will give him some 35 acres of dockland, where he plans to build low-density homes from the Barratt Premium Collection.

Ernest Taylor, the managing director of local Barratt operation, Barratt Urban Renewal Northern, is now looking for fresh cooperations with the city council, refurbishing and offering for sale council houses and flats, for sale at prices the present occupants can afford.

Indeed, it was Liverpool that 15 years ago set Sir Lawrie and Barratt Developments off on the inner city housing partnerships between the company, local authorities and, subsequently, the Department of the Environment, that now account for about half the 8,000 or so properties that the group either builds or refurbishes each year.

In 1982 Alan Gladwin, the wide-awake executive then in charge of Barratt's local operations, noticed that the city council had begun to demolish Myrtle Gardens, some 200 derelict flats in the city-centre district of Toxteth, and swung the support of his board in favour of an approach to the council which resulted in the sale of the remaining apartments, now known as Minster Court, to Barratt on terms favourable enough to permit the developer to refurbish and sell them, many of them to the former occupants.

It is a pattern Barratt has since repeated in what were some of the least salubrious districts of Birmingham, Bradford, Glasgow, Leeds, London – and now back in Liverpool itself, where Barratt has beaten Arrowcroft, the developers of Albert Dock, to bring to market the first flats in Liverpool's dockland.

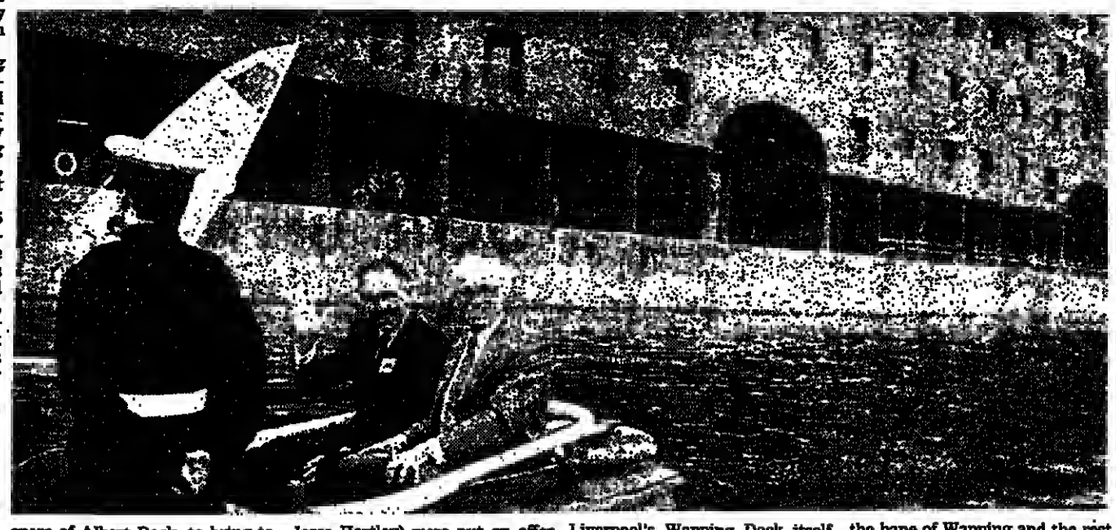
Barratt Urban Renewal Northern is offering for sale 114 apartments it is developing in Wapping Dock, one of the many place-names – among them Cheapside, Islington, Kensington and Fleet Street – that Liverpool shares with London. Wapping was officially declared open by the Secretary of State for the Environment, Nicholas Ridley, on April 8.

Arrowcroft's apartments in nearby Albert Dock (also by Jesse Hartley) were put on offer after the official opening of this dock and of a principal tenant, the northern branch of the Tate Gallery, by Prince Charles on May 24. "Tate" once meant "sugar" to the locals, because of the Tate & Lyle refinery (now no more). Now, however, it will mean "surrealism," for the Tate Liverpool houses a permanent collection of surrealist art.

Wappings, it seems, abound in the docks of many towns – the term derives from the "warping" or ropes that went on along the wharves in the days of sail. Liverpool's Wapping Dock itself is a magnificent Grade II former warehouse, like Albert Dock built in the heroic style (it opened for business in 1856) by Jesse Hartley, Civil Engineer and Superintendent of the Concerns of the Dock Estate. As in other Merseyside projects, Sir Lawrie says, there was no trouble with the local workforce.

This he attributes not to luck, so much as the group's resolve to offer men year-round work; casualisation – as the visitor to the nearby Merseyside Museum of Labour History can see – was the bane of Wapping and the rest of Liverpool's seven miles of docks in their high days, the insecurity and the harsh working conditions exacted by the dock and ship owners of those times resulting in the intransigence, the "bolshieness," that lead some modern employers to yearn to make Liverpool all one vast dock.

Wapping Dock, however, is not so much a partnership between Barratt and the city council as was Minster Court: the initiative for dredging out the dock itself, which in parts had completely silted up – as for the extensive renovations to the exterior, came from the Merseyside Development Corporation and its paymasters, the DoE.



Liverpool's Wapping Docks before and after: Above, stately deep-sea vessels bearing cargoes of tobacco, sugar, rum and ivory crowd Wapping Dock basin at the turn of the century.

Below, Secretary of State for the Environment Nicholas Ridley and Sir Lawrie Barratt arrive by boat to unveil the 114 apartments in the Barratt redevelopment of the 131-year-old dock warehouse

The waters of the dock are now about three metres deep, the corporation having spent £5.5m, part of which was occasioned by the need to repair one of the facade's four bays which was once rammed by ship, as well as to demolish the south end of the building, damaged by bombs during the last war. Barratt itself spent another £4.4m on the interior and the apartments.

There are views from the front over the dock itself and towards the river, and in my opinion, even better ones at the north end towards the Liver Building, and from the rear over the Anglican and Roman Catholic cathedrals. Liverpool's Wapping, unlike that in London, is only a five-minute walk from the city cantre, although it is not perhaps yet a stroll that every Liverpudlian thinks it wise to take.

The result of this cooperation has been to enable Sir Lawrie and his team to offer the one, two and three-bedroomed flats at prices between £23,000 and £68,000; in other words, the biggest and best flat at present on offer in Liverpool's dockland costs less than the smallest and meanest available in London's.

That, of course, is not so much a fair comparison as a reflection upon how fortunate is anybody who likes living by the water and can make that living out of London and in Liverpool. A first offering of 39 flats at Wapping sold out within a week, mostly to Merseysiders: another offering is planned for end-June/early July.

The apartments themselves are divided into a range of styles named after ships with Merseyside connections – the Belgic, the France and the Manhatten – although conspicuously neither the Liverpool-registered Titanic, sunk by an iceberg in 1913, nor the Lusitania, torpedoed in 1915. A proposal for the demolition of Wapping itself was made but not implemented in 1905: the flats there are now being offered on 150-year leases, so it looks as if, inundation permitting, the dock that Jesse built could be with us as long as Liverpool itself.

London Property

David Churchill plots the growth of a great leisure industry

Why the time is ripe for a big splash

SWIMMING IS one of the most popular leisure and sporting pastimes in the UK. Market research studies - from the Market Strategies for Industry research company - have shown that only walking is more popular than outdoor swimming, while snooker just beats indoor swimming.

Moreover, a total of 8.6m Britons (4.7m men and 3.9m women) are estimated to have taken a swim, either at home or abroad, during the past 12 months.

It was the Japanese, in 36 BC, who are first believed to have seen swimming as a competitive sport. Records show that it was during the reign of Emperor Suigui that a swimming competition was organised.

Although the Greeks and Romans enjoyed swimming, neither appeared to believe it was fit for competition and it did not feature in the early Olympic Games.

It was the British, in fact, who introduced competitive swimming - the first swimming organisation was the National Swimming Society formed in 1838. In June 1869 the Metropolitan Swimming Club Association was formed, later to become the Amateur Swimming Association which still governs the sport in the UK.

The ASA has over 1,700 clubs in membership, accounting for some 35,000 competitive swimmers as opposed to the casual leisure swimmer.

Swimming is now a crucial part of the Olympic Games, first being introduced in 1896, and will feature prominently in the Seoul Olympics later this year.

Regular swimming is helped by the availability of public pools - estimated at about 10,000 in the UK - and the much higher number of private swimming pools.

According to the MSI research, there are 160,000 private swimming pools in the UK of all types - ranging from leisure clubs, hotels, and residential pools. Some 50,000 of these pools have been self-installed, it claims.

Growth in swimming pool numbers is difficult to gauge accurately, because of the many pools built by householders themselves, but MSI estimates that 6,000 new pools are built a year.

Who swims? The General Household Survey discloses that it is the 16 to 20 and 25 to 29 age groups with whom swimming is most popular. These groups account for 22 per cent and 23 per cent respectively of all swimmers, while the 21 to 24 age group accounts for only 17 per cent.

Not surprisingly, as people become older the incidence of swimming declines: only 20 per cent in the 30 to 44 age group, 10 per cent of those aged between 45 and 59, and 8 per cent of those over 60.

Who owns swimming pools? Market research clearly shows that most pool owners are on higher than average incomes, although do-it-yourself pools can be built and fitted more cheaply than those installed by professional operators.

On a regional basis, London and the South-East are the most popular areas for swimming pools, although Scotland and Wales vie for second place in popularity.

Professional and executive people are most likely to swim and have a pool, with the popularity of swimming and pool ownership clearly lessening further down the socio-economic scale.

While the rise in personal wealth in the 1980s has clearly stimulated the growth in popularity of swimming pools, another key influence has been the introduction of sophisticated equipment designed to extend the use and length of the swimming season.

Of the ancillary equipment markets in the swimming pool industry, probably the most crucial are heating and maintenance systems.

Heat loss through evaporation, for example, is not only costly in energy terms but also potentially very damaging. The humidity caused can lead to the total deterioration of the building housing the pool.

Pool Gear, one of the leading companies in the swimming pool business, has pioneered a number of condensation control systems. Its latest range of Vaporex dehumidifiers, for example, represent over 15 years of development in tackling this problem.

Pool Gear also has developed what it describes as Total Environmental Control (TEC) systems which, in a single unit, heats both the air and the water enabling year-round pool use. The TEC system also dehumidifies whilst still protecting the pool structure, and extracts the heat from damp air for drying and reintroduction into the pool hall.

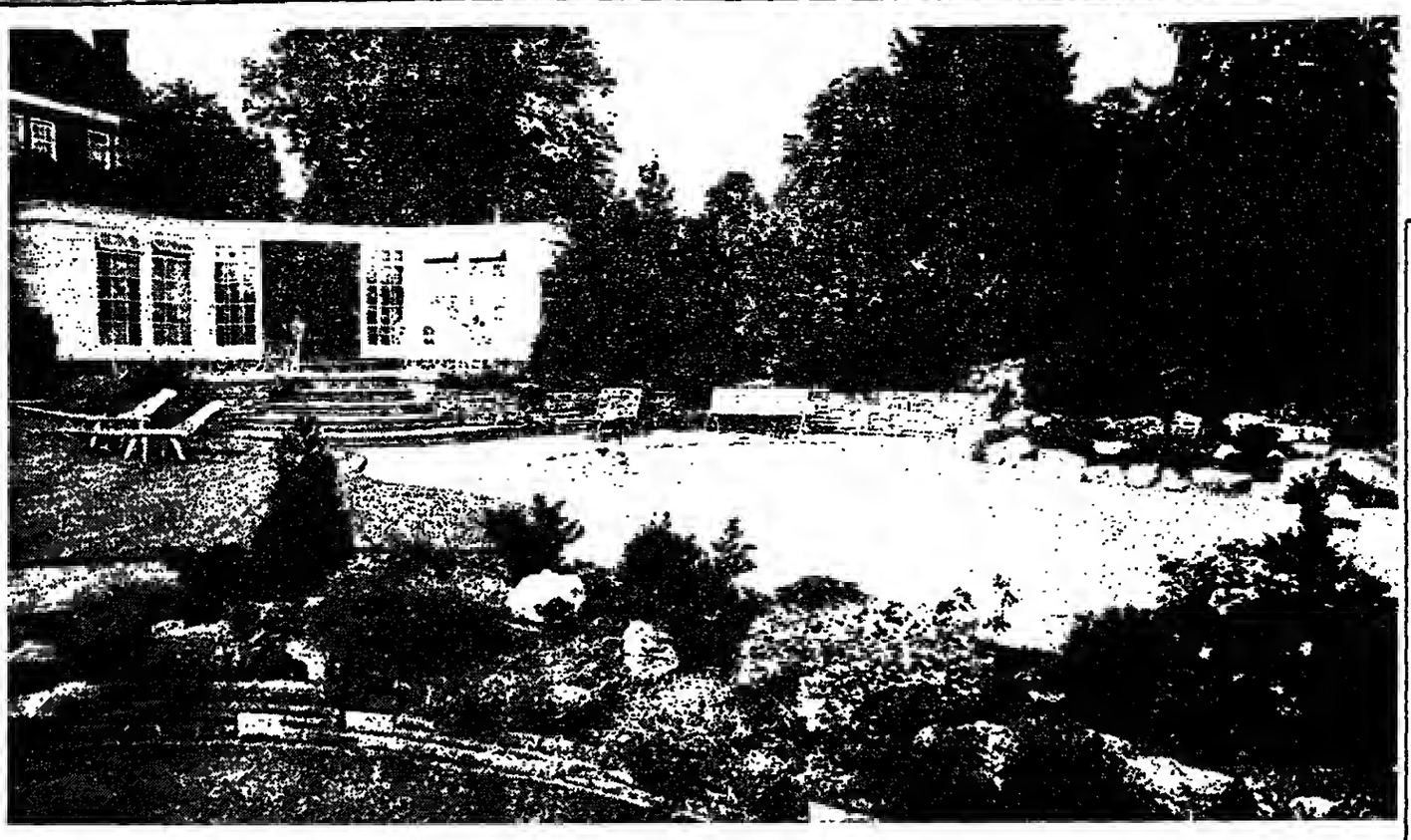
Compared to a conventional oil fired pool heating system, the TEC system is claimed to achieve energy savings of over 30 per cent a year.

One new sector of the pools market which is still something of a novelty in Britain are swim spas. These offer the benefits of a pool and more, but require only limited space for installation. Owners of town houses, for example, particularly find swim spas an attractive option.

A typical swim spa is about 13 feet by seven feet, with air pumps for hydro-massage jets. Adjustable air and water controls enable swimmers to vary the power of the current against which they wish to swim.

Apart from the fixed equipment and maintenance sectors of the swimming pools business, there are other related markets of importance as well.

Swimwear sales, for example, are worth about £90m a year, twice the amount spent at the beginning of the 1980s. Sales of swimwear to women accounted for 78 per cent of the market by value amd 80 per cent by volume. This is due to the higher value of womens' swimwear, which averaged £9.46 per item last year, compared to £5.88 per item for mens swimwear.



The transformation of an English garden is a sign of what is going on the swimming pool industry. The picture shows an installation by Penguin Pools.

Swimming Pools

Lucia van der Post looks at the myth of golden summers and gives a guide to the ways of making your pool a year-round attraction

The great cover-up makes good sense

"WAS IT my imagination?" said my taxi driver as we negotiated a tricky junction on a grey day, "or were summers really better long,long ago when I was a child?" It must be the memory of those golden summers and the perpetual optimism that one day they will come again that keeps the swimming pool sales going up and up.

What dreary summers have meant to the swimming-pool market is a Gadarene rush for the kind of heating and protection that will turn what was once a summer luxury into a year-round asset. Once upon a time pools were seen as self-indulgent luxuries; these days they are more an essential aid to family fun and keeping fit.

Heating, it goes without saying, is vital if you want to use your pool for anything more than the few brief weeks of proper summer. Here proper advice is essential - so much depends on the site, the size, the materials. There are those who put their faith in solar heating. I believe that in sunnier climes (where, of course you need it less) it works well but here it is an erratic comfort at the best of times. It may be cheap but you gets what you pays for and I'd be inclined to look at rather more reliable forms of heat .

One of the cheapest ways of providing serious warmth is by linking the heating system of the pool with that of the house. This isn't always possible, but if it is, costs are kept surprisingly low. One estimate is that an average-sized (30 ft by 20 ft) pool could be kept warm for as little as £450 a year.

If year-round pleasure is what you are after you should consider some kind of protective covering. Then you really can begin to think of taking serious exercise every day of the year, of having a dip after a serious game of squash and making your investment a source of regular pleasure.

The least expensive way of providing this sort of cover is with the inflatable PVC dome. These take only about an hour to instal - they are held in place by tubes filled with water (use the garden hose!) - and when the sun goes in they can be inflated in about 10 minutes flat. They don't look pretty but they work very well, they will extend the swimming season by another four months and they can be taken down for the warmer days and put up again when the sun disappears. A good-sized cover, big enough to protect a pool roughly 32 ft by 16 ft, would cost about £2250.

If you want to extend the swimming season even further you can buy a heated blower for about another £350 and with the extra warmth this supplies you could swim all the year round. Expect an inflatable dome to last for between six and seven seasons. These domes are made to order and can be supplied by James White Swimming Pools.

Moving up the price range we then reach permanent flexible PVC frames. These come with a rigid framework over which the flexible PVC is stretched but it has to be said that by and large they are not things of beauty. At £6,000 to £7,000 a time it is a lot to pay for something which functions well but is an eyesore in the garden. People with a handy copse surrounding their pool are most likely to find these the ideal solution.

More expensive still, starting at £15,000, is the aluminium-framed structure covered with bronze-tinted rigid PVC. These look good, last a long-time (expect a life-span of between two and 25 years) and with a proper heat-exchanger will mean you can happily swim on Christmas day if that is what you feel like.

All the rage this year, says James White Swimming Pools, are Victorian-style enclosures incorporating a conservatory. These are permanent structures made of aluminium, painted with a good aluminium paint finish which means it will need very little maintenance. Why Victorian-style? The decorative detailing, all finials, cresting along the ridge and lots of curlicues, have earned it this soubriquet and does, at least, serve to soften what can otherwise be a rather utilitarian looking structure.

They come with a 15-year guarantee, have double-glazing for extra insulation, and, for those who want the conservatory addition, turn the enclosure round the pool into what, in the jargon of the trade, is called a complete leisure area. Here those who are of a mind to can instal a bar, a sofa, an exercise machine or whatever else it is that takes their fancy.

If you really want nothing but the best, the James Bond-like sliding roof is more than just a clever piece of technology - it enables the well-heeled pool-owner to enjoy the delights of an indoor AND an outdoor pool, all at the touch of an electronic button.

The build-up of solar heat inside a structure like this can be quite severe. On a hot day, just press a button and the sliding roof slides back, leaving 50 per cent of the roof area open to the sky, giving fresh air, sunlight and something of the atmosphere of an open-air pool. When the clouds break, press the button and down slides the roof.

Roofs like this (ask for the Sun-Fun) are the exclusive design of Pool Pavilion Products and prices start at about £10,000 and go on upwards. . . and upwards.

If you fancy a Victorian-style enclosure plus conservatory and a touch-the-button sliding roof you will find that this kind of luxury doesn't come cheap - £35,000 is about the starting price and that excludes the cost of digging the foundations.

Finally, if you would like your pool enclosed in a structure that blends beautifully with, say, the Cotswold stone of your manor house, the red brick of your rectory or the Yorkshire stone of your farmhouse, then Pool Pavilion Products will provide the very thing. They sell only real top-of-the-market stuff and will devise for you as discreet and tasteful an enclosure as money can buy.

Made of brick with a slate roof or a roof of triple-skinned polycarbonate to let in the solar light, it will look much like a conventional small house and comes at a price not unlike that of a very small house - £50,000 to £60,000.

One last bit of advice - always get several estimates for whatever installation you are mulling over and always ask whether VAT is included in the estimated figures (very often, as in the figures quoted here, it is not).

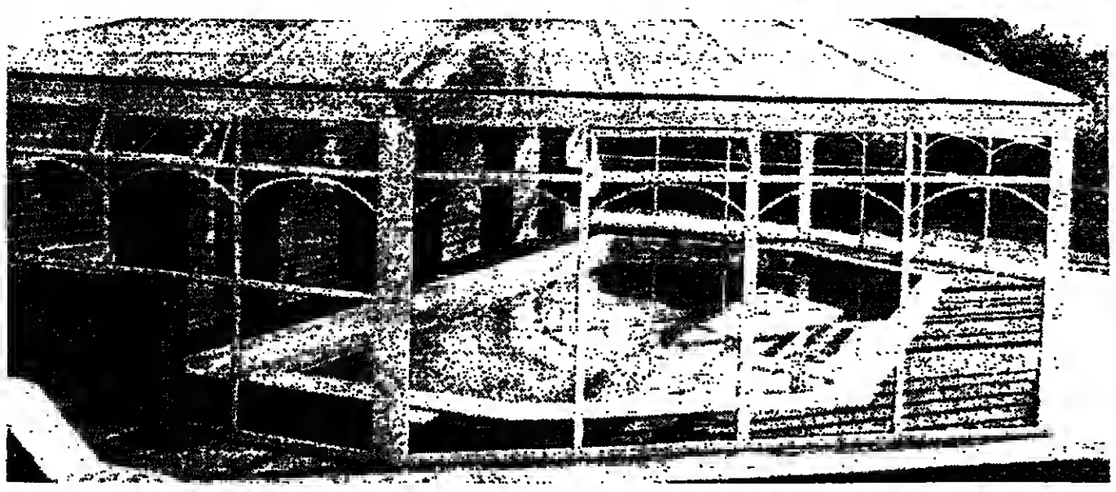
Addresses of companies offering pool enclosures.

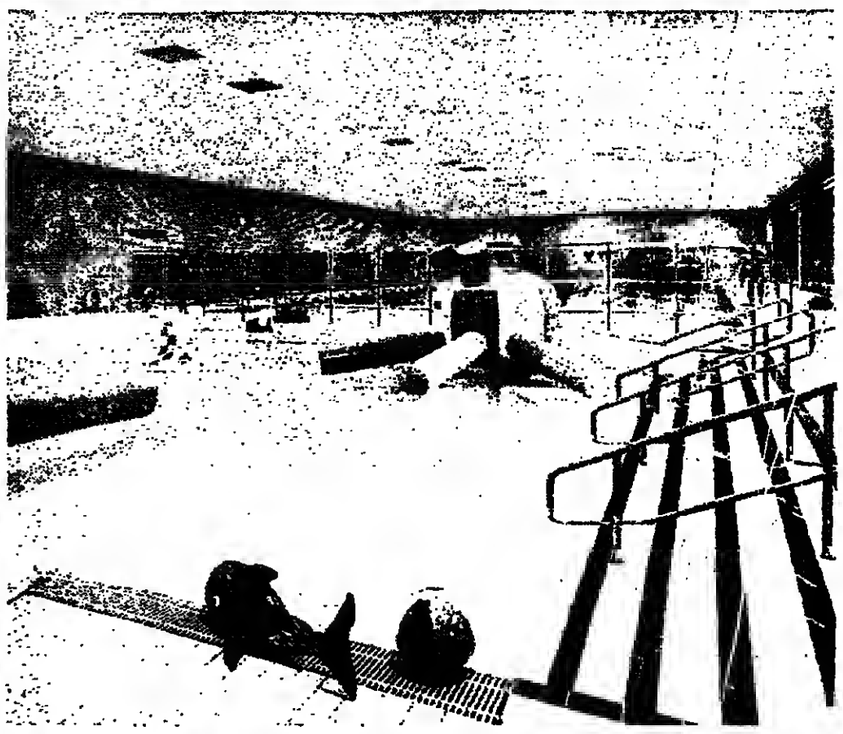
Pool Pavilion Products, Moniton Trading Estate, Worting Road, Basingstoke, Hampshire. Tel. Basingstoke 52329.

James White Swimming Pools, Calcot, Reading, Berks RG3 5QQ. Tel. Reading 425-511.

Alan Forrest talks to the people whose job is to give the industry a good name

A guide to smoothing out the ripples





Left, a Spata development that gives summer and winter pleasure, a swimming pool built into a conservatory.

Right, A typical big indoor pool being developed in leisure centres all over the country. This one was built for Warrington Borough Council in the North West utilising redundant school buildings.

IF YOU wonder what a group of leading swimming pool builders were doing on the QE2 in a force nine gale off the Scillies last December, then you need to know a lot more about how far the industry has gone in the last 26 years.

They were on one of the great ship's "taster" cruises - aimed al marketing the real thing. The swimming pool peopla were receiving their design awards, gold, silver and bronze, seals of merit for some of the best pools in the business.

Organisers of this unusual Oscar night at sea were the folk who run the Swimming Pool and Allied Trades Association (Spata) and Norman Lingham, their press spokesman, says:"It went off marvellously and we shall do it like this again."

The event sbows just how Spata and the industry has grown in 26 years, Spata from a small body embracing only a handful of firms to a 300-member group maintaining standards and giving consumer protection – policing its own people, in fact. "You can call us the ABTA of the swimming pool world," says Lingham. The organisation vets companies applying for membership carefully and every year turns down quite a few which don't come up to expectations.

It all goes back to the days when tbe pool industry was accused of having a lot of "cowboys." People did not get the service they wanted. There were cases of builders going out of business in the middle of a job. Spata has struggled to change all that. It insists that a company must have been in existence blamelessly for at least three years to qualify for membership, and in spite of the exacting standards membership grows steadily every year.

It has an insurance scheme for pool bnyers called Spatasure which, among other protections, gives the buyer a guarantee against a builder going bankrupt while the work is in progress, Spata undertaking to get the pool finished.

For anyone wanting a pool and knowing very little about the subject, contact with Spata is a good idea. The organisation certainly recognises that a swimming pool may no longer be just a swimming pool. The move by more and more botels and apartment blocks to introduce spas and bealth centres is spreading into the domestic area.

Spata grows almost poetic about it. "Owning a spa is just like owning a dream. Just think about the pleasures a pampering hot soak will bring at any time of the year after a stressful day or an energetic sporting session." And it points out that owning a spa is an economical alternative to health club and travel costs. You can even, Lingbam says, turn an ordinary bathtub into a spa cheaply and "have the pleasure of sitting waist-deep in hot bubbling Perrier water."

But that is all extra to the swimming pool and the pool is what most people want first if they can afford it. As someone whose last priority is to be able to take a dip in the garden or in a converted basement that could be put to better use as a wine cellar, they do seem pricey.

The swimming pool image fostered by *Dallas* and *Dynasty* does seem expensive and "beyond the means of the average British resident," Spata admits. But people, it goes on, are pleasantly surprised that professionally-built in-ground pools can cost only about £7,500 and that they can buy a DIY kit from around £1,100 and do the installation work themselves.

Spata draws attention to its design awards to illustrate the price range available. It has 16 different categories - from £7,500 for a fully-installed outdoor in-ground pool to more than £30,000 for a "plush indoor pool."

The UK, it is pointed out, has over 160,000 private swimming pools with an annual growth rate of about 6,000 new ones and 2,000 new spas. Of these, about 50,000 are self-installed.

Of course, as far as cost is concerned if you have the money the sky can be the limit. There are pools costing bundreds of thousands, and the costs qnoted for some of tbe luxury botel and apartment block bealtb complexes are staggering. At the budget end of the scale a new customer is stepping into tbe market. These are the tenants wbo have bought their council bouses and are utilising new free space by putting in a pool, often with a DIY kit bought from a well known high street chain of DIY stores.

But how much is the increasing move to indoor pools affecting the industry? It is estimated that 75 percent of inquiries from the public at present are for installing indoor pools. John Asher, managing director of the Asher Swimpool Centre at Grantbam, is an expert on indoor pools and has given impressive advice through Spata.

As many country landowners are installing pools, spas, games rooms and snooker tables, there is now more activity in the pool industry during the autumn, winter and spring than during the summer, Asher says.

But he warns that special care is needed in the planning and construction of year-round buildings. Sometimes this type of building costs more than the pool equipment it contains. As a rough guide to the cost of the basic building shell for an indoor pool, you should multiply tbe square-footage by £15 to £20.

And take care when an extension to the bouse or a new building close to the house is an option. Planning permission is needed and before you hire an architect get tbe best advice from an experienced, recognised pool builder. And as a final thought from SPATA - if you can't make up your mind between indoors or outdoors tbere is a compromise - the above-ground pool which stands like a giant bathtub on your lawn or inside and doesn't need a bole in the ground or a hole in the floor. If you move bouse you can just unbolt the sections, load it on a truck and re-assemble it at the new bome. You can get one for as little as £600.

A look at a company that will take people - and horses to the water: **Alan Forrest** reports on aspects of the indoor pool business

Swimming knows no frontiers

WHY THE boom in swimming pools? You talk to people in the industry and you get lots of different opinions. A newish way of boosting the value of a bome? Or just another status symbol - nice barbecues and high jinks round tbe pool, ogling and gossiping while your bathing suit seldom gets wet.

Whatever the reason, the pool people are making their plans on the theory that the present £400m a year industry will be worth £4bn within the next ten years and when you look at what is going on, that doesn't seem too much of a hype.

There is no doubt that the time is right. Never has the pursuit of good health, exercise and physical achievment been more fashionable with the rich; as fashionable as getting a return on your investment while putting on a show has always been.

Tony Wynne, managing director of Rainbow Pools, which specialises in the indoor luxury variety, puts it with relish. "Not so long ago there were few people willing to spend £100,000 on such a facility. Now there are a lot." Wynne was quoting a modest figure - he also talks of pools costing £600,000 or more.

Much of his company's work is done in Central London - "from Hampstead to Cbelsea and anwhere between..." Recently a leading bomes magazine featured one of Rainbow's developments at a house in West London, a cruciform swimming pool with a jetstream and whirlpool spa.

A rather special kind of swimming pool - good and health-giving, bnt strictly for horses

It has a panelled celling mirror, a Sally Miles mural of a tropical beacb scene and a custom-designed bar which incorporates an icemaker and a dishwasher.

Another Rainbow installatioo at a Georgian house in London was built to "capture" the feel of a Greek or Roman temple. Artist Angela Sutherland was commissioned to paint a mural showing tbe Temple of Sounion in tbe hills not far from Athens. It has a mosaic of small tiles, a whirlpool spa, changing rooms and ao impulse shower.

This really is the luxury market and companies like Rainbow take over the whole service. They organise any planning permission and all other tiresome things. All you need to do is sit back and write cheques, according to Wynne.

But there is no doubt tbat Rainbow's highly-professiooal approach is necessary. Even the very rich, on first contemnpland all its trappings, do not really know what they are doing. There are imponderables like ventilation, temperature control, condensation and what the industry calls "malodours." Failure to deal witb tbese can scupper your dream before the first pool party gets underway.

"After all," says Wynne, "such people want an atmosphere wbere you'll be as comfortable with clothes on as with them off. And yon are not going to impress your frieods if there is mould all over the wall."

A lot of activity at this end of the market is in the hotel and apartment-block business. Yuppies, it seems, want a health and exercise facility whether home or away. People in the trade say that any serious check would show that if there are two botels in one small area, one with a pool and all the trappings and the other without, the one that bas tbem does dramatically better business, regardless of prices.

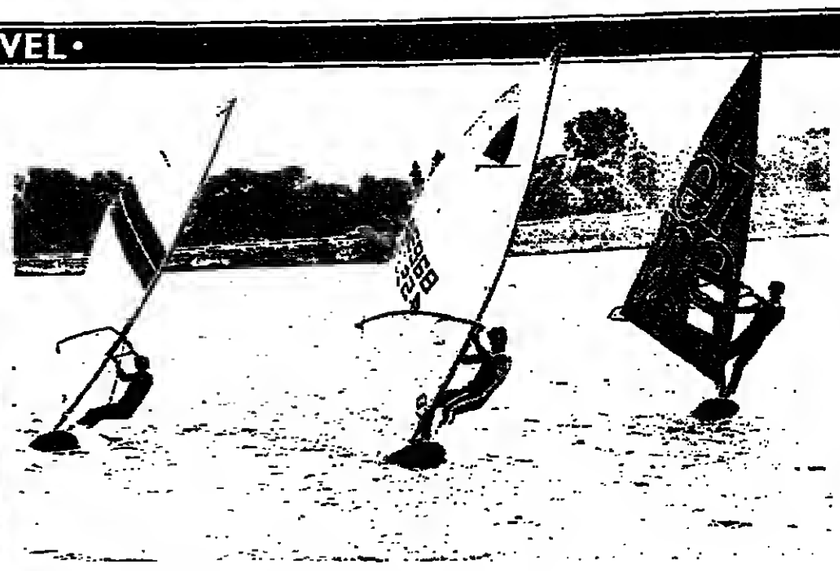
Rainbow was involved in one of tbese projects at London's Rembrandt Hotel, where a disused basemeot was converted into a health complex. They are doing similar work at expensive apartment blocks in London and Portsmouth. The message is that if you've got a handsome property with a "crummy old basement" a health centre is the best solution.

So we move from people to borses. Vets and other experts in the borse racing game, knowing that horses love to swim, have produced a series of plans for racehorse swimming pools with all the healthgiving extras that heal damaged muscles, torn tendons and all the ills that expensive thoroughbred horseflesh is heir to.

The British Bloodstock Agency is behind such a scheme at Newmarket. Rainbow installed the pool at what will be a raceborse health centre. The horses can swim, there are treatment rooms for massage and even a jogging machine, known affectionately, by bumans at least, as "the treadmill."

The argument - and who can dispute it knowing something of the economics of racing? - is that facilities like this at racing centres could save owners, trainers and jockeys a fortune when that rising star of the turf, which could be out of action for a mouth witb a slight physical; malfunction, is back galloping within days.

William Glenton explores holidays that offer more activity than mere sunshine and sand



● Whether it's golf and sailboarding (left) or a myriad of other sports, thousands of vacationers are turning their backs on traditional holidays

Where to get a sporting chance

THE HOLIDAY brochures persist in portraying lazy sunbathing scenes; but when you fly into the resorts of southern Europe – or almost anywhere – you get a different, more lively picture of what is really happening.

Those broad rivers of green and brilliant patches of red spreading out behind the beaches are a truer sign of today's trends, for at close quarters you soon find thousands of visitors who have turned their backs on the sunshades and sand in favour of golf and tennis, not to mention an Olympics of other sports.

Deeper inland, riders are trekking through mountains and valleys while, out at sea, anglers are bending to their rods. Inshore, the waters are festooned with windsurfers and dinghies. And these are just the more highly visible signs of the rapid growth of sports travel right across Europe and further afield, for participant and spectator alike.

A big part of tourism investment now goes into providing sporting amenities. Millions of pounds are being spent in Portugal, Spain, Italy, France and elsewhere on golf courses, while hundreds of racket and other activity centres are being built. They cater for all tastes and ages.

The once-tiny number of specialist sports holiday companies has also risen substantially, although the major tour operators largely have ignored the sports trend, possibly because it means offering more attention to customers than they are prepared to give. Many travel agents also see it as an overly time-consuming complication.

This means that many Britons remain ignorant of the chance to enjoy their chosen sport, or find it too difficult to discover the facts. But making the effort need not be hard. There are several straightforward methods, such as contacting national tourist offices, most of which supply details of sports centres and of any firm that represents them locally. Portugal, for example, offers its Sportugal service.

The specialist sports publications usually have columns of small ads featuring holidays, while some of the best information and advice is provided by the various UK national sporting bodies. If all this fails, there could well be someone at your own club who has first-hand experience.

An important question is whether you want sport as part of a conventional holiday or as the main content. In the former case, a resort or a hotel with handy facilities is more useful, whereas location is less important in the latter. You will also pay more at specialist sports centres, particularly those providing good coaching.

Activities such as golf, tennis, riding, fishing and water sports can be found almost anywhere, but their very popularity can create problems. A prime example of this is those golf courses along the Costa del Sol and Algarve where demand has become so intense that long queues often occur and booking has become essential.

Yet in less well-known places you can easily find half-deserted courses, such as those on Portugal's Costa Azul and Costa Estoril, to which you can add most French courses. These days you will find golf all the way from northern Scandinavia to Greece; even the Eastern bloc countries are introducing it.

Many of these possibilities can be arranged direct with hotels and even with a few airlines, both of which do much to market sport nowadays. One chain that offers particularly appealing arrangements, including golf and tennis, is a French company, Lucien Barriere, with top-grade hotels in several fashionable resorts, including Deauville and Cannes.

In turn, Club Med has an amazing selection of sports at its 100-plus centres. This spring I tried its Marbella hotel, which is a virtual multi-sports complex with golf, tennis, archery, aerobics and goodness knows what else – all with instruction.

There are an increasing number of such centres, most of them ideal for families with different sporting interests. They can also be an antidote to the sports widow syndrome. An alternative are the many youngsters-only activity camps. There are plenty of them in Britain, but Continental possibilities are available through firms like PGL of Ross-on-Wye. Tourist boards will provide lists of them.

Since most sports involve some risk to life or limb, one should ensure that these centres are officially approved, be they for children or adults. This is especially true in the case of yachting, riding, mountaineering, sub-aqua and such hazardous holiday recreations as pot-holing. Their various national organisations can usually offer advice.

It is impossible to describe in detail the multitude of sports that are catered to somewhere, but very few people, however exotic their interests, should feel left out. The wide selection I have come across includes everything from abseiling, boule and croquet to orienteering, snooker and wild boar hunting.

Those who want to *watch* sport are also taken care of on a grand and growing scale, with the sports covered ranging from horse racing and international rugby and soccer to top tennis and golf events, plus major yacht regattas. Normally, it is one of the more important international events that is featured, but some travel companies will tailor a deal for those wishing to see something less well-know.

The virtue of buying an inclusive deal is that in addition to having transport and accommodation arranged, the event tickets are also produced – usually for the better seats. There are specialist companies such as Page and Moy, Keith Prowse and Kuoni which run a year-round programme of spectator trips.

Events on offer include cricket Tests, racing in Paris and elsewhere, the Ryder Cup, the New York marathon and the Olympics. Another typical offering that attracts thousands each year is the grand prix motor racing series worldwide and the Le Mans 24-hour race. Although some of these events last just a few hours, they are often included as part of a longer stay.

BRIEFING

Sea squeeze

BOOK NOW or forever hold your peace is the message from the cross-Channel and Irish Sea ferries. Although no ferry company will ever admit to full capacity, the long-term effects of the continuing P&O strike, with no service at the moment on its Boulogne route and limited service on the Zeebrugge run, are squeezing rival lines severely.

Taking P&O first, weekend sailings between the last week in July and the first weekend in September are likely to be crowded on the premier Dover-Calais route. As a result, it is best to avoid Friday night and Saturday morning on the way out, and Sunday sailings on the way back.

The company says that outward peak demand starts on Friday, July 22, and will continue on all weekends through to September, with a particular demand on space from Calais to Dover for the daytime Sunday crossings of August 7 and 14.

For those seeking to return home from Cherbourg or Le Havre, all Saturdays from August to the first week in September are very crowded, and turning up on spec is not *recommended. P&O's* ability to deliver will depend largely on the arrival back in service of its second super-ferry, Pride of Calais.

Its main rival, Sealink, sees no problem on the main Dover-Calais crossings, but Harwich to the Hook of Holland is very tight on Thursdays through Fridays outward-bound, and for Saturdays and Sundays on the return during the holiday period.

Sally Viking, running five crossings each way between Ramsgate and Dunkirk, counsels booking midweek for a very popular service, which at £132 return minimum for a family of four and car is one of the better bargains on the Channel. *Friday through Sunday* are the home and away dates best to be avoided.

Brittany Ferries, operating out of Portsmouth for Caen and St Malo and Plymouth for Roscoff and Santander, is filling rapidly at weekends for the shorter routes – even though some of its ships are very large by ferry standards – and in mid-week for those to Brittany proper and Spain.

For those living north of Birmingham, there are two further travel options. People there have the opportunity to travel on the North Sea ferry from Hull to Rotterdam, in the biggest ship from Glasgow's Govan yard since the QE2, or smaller vessels to Zeebrugge. Both routes are expensive on *first sight* at £140 to £190 each way for a car and four, but that includes an evening meal, sleeping cabin, and breakfast before you drive off to pastures new.

***At the time of writing, the* sure way out is by hovercraft. On Hoverspeed all passengers sit down, and there is no problem taking a car and family at the open-ticket price of £174 return, even on the August bank holiday weekend. With 14 daily "flights" both ways from Dover to Calais or Boulogne, rail connections are guaranteed.**

Roger Beard

Victor Mallet goes white-water boating on Africa's Zambezi River

Thrills and chills in the rapids

AFTER plunging over the Victoria Falls, the mighty Zambezi River squeezes itself into a deep, twisting gorge and rushes for 100 kilometres at breakneck speed through rapids and whirlpools towards the open country and the ocean beyond. Not, you might think, the ideal place for casual tourists to take a boat trip.

For the past few years, though, a band of enthusiastic American men and women with loud voices, large muscles and deep suntans has persuaded hundreds *of completely inexperienced* holiday-makers to pay for the privilege of shooting the rapids in inflatable boats and getting soaked to the skin in an African river.

Most people love it and many go on to become white-water bores, talking in jargon and at length about diagonal waves, standing waves, holes in the water and particularly monstrous rapids with names like Deep Throat and Ghostrider.

Sobek Expeditions, operating from Livingstone in Zambia, organises trips down the gorge lasting one, two and seven days. The first day begins with a lecture from one of the suntanned Americans who explains how to wear a life-jacket, how to relax and point your feet down-river if you fall in (so that you can see where you are going and push off from obstacles), and how not to

Wild Side

let your boat get wrapped around a rock.

The most dangerous part of the journey, they explain, is when you clamber down a steep path to the river and when you clamber up again at the end of the trip. Only the reasonably fit should go and the expeditions usually are restricted to those aged 16 to 60.

Even for the brave, the sight of the first roaring rapid can be unnerving. Your oarsman, sitting in the centre of the inflatable with his passengers at either end, explains in gruesome detail the various hazards that he, or she, will steer through, and tells you where you are expected to throw your weight to keep the boat the right way up.

At this point, as you approach the rapid, he might undermine your already-fragile confidence by letting rip a maniacal cry, the kind of American cowboy's "Bee-haar" that people use when hurtling down mountains on skis. It is all good fun.

Once in the grip of the rapid, you instantly forget your lesson on the geography of the waves. The water seems to be everywhere – especially in your eyes, up your nose, down your ears and in the bottom of the boat. Then, seconds later, you are through to smooth water, bailing out gallons of river furiously before the next rapid. Unless you flipped over, of course.

Passengers are not passive observers. The key to success, it will be explained to you, is "high-siding," the easily-mastered technique of throwing the crew's weight onto the rising side of the boat to enable it to punch through the waves. Such is the skill of the oarspeople and the flexibility of the rubber boats that even the inexperienced hardly ever come to grief.

After a couple of rapids many people actually want to fall in, despite the occasional crocodile on the calmer stretches. (Sobek means crocodile, incidentally, but the crocodiles seem very small up here). When the sun is blazing the Zambezi is refreshingly cool, and when the weather is rainy and cold the river is pleasantly warm.

White-water rafting on the Zambezi is surprisingly relaxing, even if you do some of your own paddling on the seven-day journeys. The rapids, although spectacular, have few dangerous rocks lurking under the surface and the boats are carried around those that are impassable.

Between rapids there is time to savour the wild scenery of the gorge, exchange greetings with the occasional fisherman, and watch the waterside birds and dassies (cuddly-looking rodents) among the boulders. Cameras and other valuables are kept in watertight ammunition boxes tied to your boat.

● Similar trips can be arranged from the Zimbabwe side of the Zambezi. For Zambia-based Sobek, the prices are:

One-day trips (July to December and also March to April for high water season), $70 a person and $75 at weekends; two-day trips (various scheduled dates from August to December), $180 a passenger; seven-day trips (various scheduled dates from August to November), $1,000 a person.

Contact: Twickers World, 22 Church St, Twickenham, TW1 3NW, England. Tel 01-892-7606, telex 25780. Or: Kumuka Africa, 141a High St, Kensington, London W8, England. Tel 01-938-2973, telex 918130. Or: Sobek Expeditions Inc, Box 1089, Angels Camp, CA 95222, US. Tel 209-736-4525, telex 281438.

Stuart Marshall defends a British-made model of reliability

Bluebird sings the right tune

ACCORDING TO one weekly motoring magazine, a Nissan Bluebird it had been given for a *long-term test* was *"boringly* reliable." Why boring? Because nothing had gone wrong and it was said to lack character.

I have been driving a British-made Bluebird 2.0 GSX five-door automatic (pictured) on and off during the past six months and it has not put a foot wrong, either. So am I bored? Not one bit. If character means you can never be quite certain the car is going to start every time, steer effortlessly and stop properly, then it is something I can do without in my everyday motoring.

I am the first to admit that *it is not an exciting car.* I think it looks rather like a Ford Escort's bigger brother. But everyone who rides in it praises the comfort of its velour-trimmed seats. On the motorway, there is little-enough engine, wind and road noise for enjoyable radio listening. It is equipped very well with power steering, windows, tilt-and-slide sunroof and radio aerial, plus central locking. Both tailgate and fuel filler flap open from inside the car.

A sensible owner would not tear round sharp bends in a Bluebird but I find it handles competently when driven briskly on wet *or dry roads. The Dunlop* SP6 tyres have lots of grip and ride softly on poor surfaces.

The heating/ventilation system is formidable. The luggage space is generous and so is leg room for rear-seat passengers. The Bluebird does not rattle or squeak and everything fits properly.

A two-litre automatic used mainly for short runs, including plenty of town driving, cannot be fuel-miserly. In the one frosty snap of last winter, when it was being cold-started a dozen times a day, consumption rose to a shade under 20 mpg (14.12 litres/100 kms). That compared with the 31.7 mpg (8.95 litres/100 kms) I saw on a 350-mile (563 kms) mainly motorway journey. Over my six-month tenure, the Bluebird averaged a satisfactory *26.56 mpg (10.66 litres/100 kms).*

The three-speed and manually-switched overdrive transmission shifts smoothly up and down although, if you kick down into second for hard acceleration, the engine noise increases suddenly. This comes mainly from the carburettor intake. Fuel injection (soon to be offered, I gather) would improve matters.

My criticisms of the Bluebird are niggles, really. *I would like* a better indication when overdrive is engaged than a dull glow of the tiny button on the selector; why not a proper tell-tale on the fascia? And I wish Nissan would stop using near-invisible orange figures on the mileage and trip indicators and go for readable white markings instead. And what about a stowage for parking meter money?

The 2.0 GSX five-door automatic is listed at £11,146 but the range starts at £8,499 for a 1.6-litre LS four-door saloon with manual gearbox. Even this has power steering, sun roof, front windows and aerial, plus central locking. Well worth consideration, I reckon, if you want a family-sized car that is comfortable, equipped well, promises to be trouble-free and is built in Britain.

* * *

FIAT HAS SCORED a world first with its Croma direct-injection, turbo-charged diesel. At present, all other diesel cars use an indirect injection system in which the fuel starts to burn in a small chamber to one side of the cylinder.

With direct injection, the fuel goes straight into the cylinder and ignites in a combustion chamber in the top of the piston. The practical effect is that a DI engine produces about 15 per cent more power and uses up to 20 per cent less fuel than an indirect injection engine of the *same size.*

Also, it does not need glow plugs to pre-heat the combustion chamber before starting in normal temperatures (although Fiat's new engine has them to ensure instant firing-up at minus-25 degrees C.)

The snag with small, high-speed DI engines is that injection pressures have to be up to three times higher than in a normal diesel car and the combustion process is noisier. More-advanced injection equipment overcomes the first problem. Enveloping the engine with a sound-deadening plastic shell brings the noise down to the level you expect of a modern diesel executive vehicle.

Last week, I drove a Croma Turbo DI diesel for 620 kms (385 miles) from Turin to Trieste, all on the *autostrade* except for a brief diversion to Goito, near Cremona.

The 140 kmh (86 mph) legal limit is not taken too seriously by drivers of large cars in Italy. Even though I cruised in air-conditioned comfort at an indicated 180 kmh (112 mph) for minutes at a time, I was still overtaken now and again.

Fuel consumption for the trip was 44.5 litres (9.78 gallons), *equal to 39.4 mpg (7.2 litres/* 100 kms). Fiat says it is impossible to make the new DI engine use more than 11 litres/ 100 kms (25.68 mpg). It seems a modest claim.

The Croma is a big, roomy car, with blissfully-soft seats. The DI diesel feels more like a petrol engine, with vigorous acceleration once the turbo is doing useful work at 2,250 rpm and over. The price has not been fixed. It will probably cost little more than the present Croma Turbo D, with its 2.5-litre indirect injection engine, which it will replace later this year.

Fiat has no plans at present to bring the DI car into Britain. All the growth in the UK diesel market is at the lower end. Few senior executives choose to drive a diesel car when their companies pick up the fuel bill.

It is all very different in Italy, where close to 25 per cent of large cars sold are diesel-engined. I suppose it could happen in Britain if successive Budget tax changes made the option of using your own car on business, and charging the firm mileage, more attractive.

Legal Notices

No. 003441 of 1988
IN THE HIGH COURT OF JUSTICE
CHANCERY DIVISION
IN THE MATTER of BICHCAPE PLC
- and -
IN THE MATTER of THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that a Petition was on the 7th March 1988 presented to Her Majesty's High Court of Justice for the confirmation of the reduction of the Share Premium Account of the above-named Company by £56,220,882.

AND NOTICE IS HEREBY GIVEN that the said Petition is directed to be heard before the Honourable Mr. Justice Warner at the Royal Courts of Justice, Strand, London, WC2A 2LL on Monday the 4th July 1988.

Any Creditor or Shareholder of the said Company desiring to oppose the making of an Order for the confirmation of the said reduction of Share Premium Account should appear at the time of hearing in person or by Counsel for that purpose.

A copy of the said Petition will be furnished to any such person requiring the same by the under-mentioned Solicitors on payment of the regulated charge for the same.

DATED the 22nd day of June, 1988.

Slaughter and May, (LHB), 35 Basinghall Street, London, EC2V 5DB.

Solicitors for the said Company

No. 002060 of 1988
IN THE HIGH COURT OF JUSTICE
CHANCERY DIVISION
IN THE MATTER OF TWO COUNTIES RADIO LIMITED
AND IN THE MATTER OF THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that the ORDER of the High Court of Justice Chancery Division dated the 13th day of June 1988 SANCTIONING a SCHEME of ARRANGEMENT and CONFIRMING the REDUCTION of the CAPITAL of the above named COMPANY from £500,000 to £74,562 and the Minute approved by the Court showing with respect to the Share Capital of the Company as altered, the several particulars required by the above Act were registered by the Registrar of Companies on the 16th day of June 1988.

DATED the 21st day of June 1988

Slaughter and May of 35 Basinghall Street, London EC2V 5DB, Solicitors for the said company.

No. 002079 of 1988
IN THE HIGH COURT OF JUSTICE
CHANCERY DIVISION
IN THE MATTER OF THAMES VALLEY BROADCASTING PLC
AND IN THE MATTER OF THE COMPANIES ACT 1985

NOTICE IS HEREBY GIVEN that the ORDER of the High Court of Justice Chancery Division dated the 13th day of June 1988 SANCTIONING a SCHEME of ARRANGEMENT and CONFIRMING the REDUCTION of the CAPITAL of the above named Company from £2,000,000 to £1,519,277 and the Minute approved by the Court showing with respect to the Share Capital of the Company as altered, the several particulars required by the above Act were registered by the Registrar of Companies on the 16th day of June 1988.

DATED the 21st day of June 1988

Slaughter and May of 35 Basinghall Street, London EC2V 5DB, Solicitors for the said company

Wacky world of the Ufologists

Spurred by an epidemic of alleged abductions and sightings, Michael Thompson-Noel investigates the bizarre new religion of UFOs, aliens and messages from deepest space

LADIES and gentlemen, boys and girls: believe it or not but the modern religion of Ufology – the quest to interpret the mystery of unidentified flying objects – today enters its 42nd year. In short, however bizarre its foundations, Ufology continues to stake its claim as a social and global curiosity of some magnitude.

Like many serious religions it is evolving fast – adapting itself to a hostile environment with speed and panache. It has priests and missionaries, miracles and messages, though nothing, to date, resembling a grand orthodoxy. It is a religion of the space age that offers us heavenly lights, god-like aliens and flying green jellies – above all, the reassurance that we are not alone; that the universe pulses with intelligence. As, of course, it might.

Recently there has been an epidemic of UFO sightings, not only in Britain, where the number of UFO stories carried by tha local and national media so far this year – more than 530 – has already exceeded any annual total for the past ten years, but from here to the South Australian bush and back. In turn, there is a craze of UFO abduction stories sweeping America.

The most widely-reported UK sighting this year produced multiple stories claiming that eight policemen in Kensington, London, had witnessed a grey-green-blue flying saucer through the telescope of 16-year-old Zena Sfeir, and had been converted into "complete believers" on the spot. It was later realised that all nine had been looking at Jupiter through a malfunctioning telescope.

In turn, the great American abduction caper has reached such a pitch that abductees are now holding their own conventions, claiming, among other things, that grey-skinned aliens are regularly sweeping from the skies to conduct medical examinations of humans aboard their ships. They like biopsies, these aliens, and are fond of transponder implants: tagging humans like wandering caribou. Most disturbingly, painful surgical procedures are allegedly being used to remove human sperm and eggs.

There is an extravagant literature on UFOs offering hundreds of snappy titles which augment the millions of words produced each year by the world's 40 or more UFO research organisations.

These include seven in Britain, with names like Bufora (British UFO Research Associatim), Lufoic (Leicester UFO Investigation Committee) and Wyuforg (West Yorkshire UFO Research Group). To immerse yourself in the subject, you cannot improve on *UFOs 1947-1987: The 40-year Search For An Explanation*, compiled by Hilary Evans and John Spencer for Bufora to "commemorate the 40 years of investigation of the evidence for unexplained aerial phenomena commonly termed UFOs."

You do not have to voyage very far into Ufology to encounter your first surprise: namely, that this embryonic religion possesses a positive modern starting date – June 24 1947, when businessman-pilot Kenneth Arnold ("The man who started it all") claimed to have seen nine silvery objects travelling at tremendous speed near Mount Rainier, Washington, flittering and swerving and behaving "like a saucer would if yon skipped it across the water."

Yet what about the streamers of light and fabulous flying machines of the distant past? Or the biblical references? Or the wonders and sightings of medieval times? Or the aerial phenomena of the 16th, 17th, 18th and 19th centuries? Or the equivalent phenomena of the early 20th century, including the phantom airships scare, the "foo-fighters" (small discs and spheres of unknown origin), the ghost rockets scare, and so on?

Whatever the explanations for these phenomena, they pale into insignificance when set against the uproar triggered by Arnold's prototype sighting of "flying sancers" 41 years ago yesterday. During June and July of 1947 there were at least 850 reported saucer sightings. The new religion was up and running, even though Arnold had been duped; perhaps by mirages – it hardly matters, unless yon are a zealot.

A seasoned Ufologist like Hilary Evans of Bufora is swift to offer some key admissions: that some UFO witnesses deliberately lie, that some lie unconsciously, or that others are acted upon by intangible cultural or psychological influences that may bias, says Evans, "both the ability to perceive and/or the ability to interpret what is perceived."

Nor does he gloss over Ufology's most obvious weakness, the tawdriness (in fact, the non-existence) of its evidence. "For one thing," he says, "almost every scrap of it is eye-witness testimony only, unsupported by any confirming evidence. When we are offered tangible evidence, it invariably falls short of being totally convincing. . ."

But then he switches tack: "On the other hand, the sheer quantity of testimony is impressive. Hundreds of thousands of reports have been made. Even if only one in a thousand merits serious attention that is still a very great number of anomalous events, reported by people whose word we would have no reason to doubt in other circumstances." In his view: "On whatever level of reality the UFO exists, it certainly exists as a new and uniqnely complex challenge."

Does it now? Without more ado, let us plunge into the wacky world of Ufology. It is a place of exceedingly low gravity, so let us check our life-support systems lest we explode into a zillion astonished pieces:

■ **Numbers:** A 1966 Gallup poll indicated that 5m Americans over the age of 18 believed they had seen a UFO. By juggling this figure, calculations were made indicating a global total of 500,000 flying saucer sightings each year for 20 years – 1,370 per day, or virtually one a minute, somewhere on Earth. Wishing to be ultra-conservative, the researcher eliminated 99.9 per cent of sightings, which still left what Ufologists like to call 100,000 "hardcore unknowns" over 40 years. Other guesstimates have ranged as high as 300,000 hardcore unknowns, based on a later, more gung-ho Gallup finding. The latest Gallup polls indicate that about 20 per cent of Britons, and almost 60 per cent of Americans, believe in flying saucers. A French group even estimated that we learn about only one UFO in 38,400 that visit Earth.

These figures are worthless, of course. Serious Ufologists admit this, yet they sometimes employ them in stunning sleights of hand to underpin the claim that whatever you think of the figures, the UFO phenomenon is global, unique, complex, awe-inspiring and deserving of serious interpretive help from physicists, astronomers, engineers, meteorologists, psychologists, physiologists, sociologists, anthropologists and mythologists – very few of whom, however, ever answer the SOS.

■ **Aliens:** Now it becomes interesting, for we are being visited, it appears, by whole genres and massive snb-groups of foreign-looking beings – often in the same week and always ignorant of each other's presence or existence. Bless them all, for we are seeing fairies and little fat men, hairy dwarfs and giant hominids, aliens "resembling Italians" and creatures of limitless resourcefulness: "I am bigger than I appear to you now," one alien told a contactee. "We can make the old young, the big small, the small big."

Wa have been visited by headless black figures with webbed feet and bat-like wings, and hy a naked black woman glowing with green luminescence (Da Nang, Vietnam, reported hy several US marines). Some visitors leave footprints, some do not; some pass though doors and walls. One of their most famous characteristics is a love of "disinformation": many of them tell whoppers.

We have seen noses long and pointed, pear-shaped heads and eyes entirely pink. We have robots shaped like beer cans and whole menageries of mini-folk. One research group analysed "thousands of cases" and determined that there were four main types of visiting alien: small humanoids, experimental animals, human-like entities, and robots.

But how eccentrically they behave! How frequently, when they are not collecting soil or flowers or abducting innocent humans, are they to be seen repairing their spacecraft, which are forever breaking down! "The examples of apparent absurdity are very numerous," one researcher concedes, "and we find almost always one or two absurd details in every well-reported case. Some cases are veritable festivals of absurdity."

■ **Abductions:** The current epidemic of them (mainly in the US) merely adds to the pile of alleged abductions since the second world war. These include numerous "classics," such as Whitley Strieber's alleged abduction in 1985 which he describes in his megaseller, *Communion: Encounters With The Unknown*, now in paperback: "To all appearances I have had an elaborate personal encounter with intelligent non-human beings. But who could they be, and where have they come from?"

Crucially, every case of an alleged abduction is unique. In America, some of those claiming to have been abducted have been subjected by psychologists to the Rorschach test, the Bender Gestalt test, tha Wechsler test, the thematic apperception test and the Minnesota multiphasic personality inventory. Says New York psychologist Elizabeth Slater: "These people were careful hut not paranoid. They shared a greater than average intelligence and a richness of inner life."

■ **Physical traces:** One in five of all alleged close encounters with UFOs or their occupants is claimed to leave some sort of trace: burnt ground, footprints, powdery residues, metallic fragments, etc. None of this alleged evidence is worth a brass farthing.

■ **Crashes and conspiracies:** There is a modern folk-tale that holds that numerous governments are hoarding crashed saucers and/or alien bodies (generally mntilated), and that a global cover-up is in full swing. There is not a scrap of evidence to support these contentions. According to researcher Andy Roberts: "Many UFO organisations and researchers thrive on rumour and secrecy, and from this base a body of folklore has been created. . . Similarities can be found with other discovery/secrecy/conspiracy tales. For example, the stories involving people who know there are underground shelters in the UK which house old steam locomotives. Or the stories in which people have stumbled on blocked-up tunnels in the (London) underground train system, finding whole carriages full of corpses in Victorian clothes."

■ **Cults:** To the embarrassment of most Ufologists, UFOs attract the attention of numerous fruit-and-nnt cults. Most are short-lived. Most arise in the US. But the most durable and famous of them, the Aetherius Society, started in Britain in the mid-1960s after George King, formerly a Shropshire farmer, alone in his London flat, was told to prepare himself to become the voice on Earth of the Interplanetary Parliament.

These days he is known as "His Eminence Sir George King, Primary Terrestial Mental Channel." The society claims "thousands of members and tens of thousands of sympathisers." During the five-day period April 25-29 1986, coinciding with the nuclear disaster at Chernohyl, the society claims to have pumped out 53,040 emergency prayer-hours from its spiritual energy radiator in Los Angeles after His Eminence had been instructed to do so hy his cosmic masters. The society is also into healing, ESP and yoga, and runs a health food shop in London's Fulham Road. You can shop there this morning.

■ **UFOs and the cinema:** You can say one thing for saucers and aliens: they are magic et the box office. Over the past 85 years a remarkable range of films has played a strategic role in creating and reinforcing the UFO/crashed alien/space invasion/cover-up motif in modern culture, from *A Trip To The Moon* (1903) to *Invasion Of The Body Snatchers* (1956) to *2001: A Space Odyssey* (1968: Arthur C. Clarke has always scoffed at reports of UFOs) to Steven Spielberg's *Close Encounters Of The Third Kind* (1977) and *ET, The Extra-Terrestrial* (1982). Like UFOs and little green aliens, works like these originate in only one place: the human hrain.

To say that UFOs and little green aliens originate in the human hrain is not to argue against the presumed prevalence of intelligent life throughout the universe. After all, there are back-of-an-envelope equations that indicate that if 1 per cent of civilisations can survive technological adolescence, then the number of mature civilisations in our own Milky Way galaxy runs into the millions. The distance to the nearest is guesstimsted to be of the order of 200 light years, which sounds quite local. But the odds against any of them baving reached Earth are vanishingly long.

Be that as it may, there is an interminable range of explanations on offer to account for the UFO phenomenon – some of them head-splittingly prosaic, others drawn from the bottomless pit of psychobabble. Some of them are downright neat. The late J. Allen Hynek, the closest Ufology has come to producing a guru, liked to say that "we don't have UFOs, only UFO reports," and that "if you define the UFO as the UFO report and its consistent contents, then the phenomenon is there."

But Hynek could be nudged into extravagant speculations. For example: "Let us suppose that a very, very advanced civilization has, as a part of its everyday technology, the ability to project a thought-form that, like a holographic image, temporarily assumes three-dimensional reality ... If the UFO phenomenon is doing anything, it is causing us to expand our imagination."

That, at least, is true.

Michel Monnerie llves in Paris, where he works for the Archlve Nationales. He used to be e keen UFO investigator but became discouraged by the readiness with which witnesses misinterpret natural phenomena, and the readiness of investigators to accept those misinterpretations. He is now a hard-boiled sceptic, arguing that in 40 years there have been no investigations, no measnrements, of *UFOs*. What has happened has been that some people, wishing to peer beyond simple anecdotes, have probed witnesses' *memories* of what they think they saw, claim they saw, or dresmt they saw – all of this material, like civilisation itself, originating within the cerebral cortex. Charmingly, Monnerie sees Ufology as nothing more than a modern folklore with which man has been preparing himself for the greatest transformation of them all: his journey into space.

In short, our brains – as usual – are playing up.

That is all very well. Yet after weeks of grappling with the rubbish-mountain of non-evidence on which Ufology is perched, my own brain has now gone on the blink, becoming spiteful and provincial. There may be no evidence for UFOs, it says, but then there is very little evidence for *anything*, least of all for the wimps' notion that the galaxies pulse with intelligent life. Of course there are no flying green jellies, it says. Nor are there hominids or fairies or aliens that look like Italians. There are no bat-winged black women and no talking XXXX cans. In all the reaches of time-space, it now maintains, we will never find anyone else to talk to or play tennis with. How can this be? *Because we are alone.*

Anthony Browne

Such a surfeit of surplus

"FOR SALE," declared the ad. "Ex-RAF Lightning Jets. Surplus to requirements. As seen on BBC Breakfast Time. £40,000."

"Are these genuine?" I asked the advertiser, Custom Services of Rotherham. "Yes," replied Karen Parkinson. "There are 12 possibles. We could guarantee at least a couple of them will fly."

That is always handy. As any air force will tell you, it adds to the effectiveness of a jet fighter if it can take off. As for the 10 improbables, potential purchasers are advised that they should be careful to count the wings, never mind the optional extras. Not that second hand-plane dealers are as dodgy as their counterparts in the used-car business; there is no question of winding back the mileage on a Lightning. "They belonged to one careful lady owner," concluded Karen. "Her Majesty."

And there are more where they came from. Not more aircraft, but more job lots from a host of suppliers: 120,000 pencils, 120,000 sardine cans, 24,000 Smurf key rings, 700 Ford Sierra wiper blades and all types of commodities with one aspect in common. They are bulk orders advertised in *Trade to Trade*.

The place to find those bargains is alongside the 100,000 plastic gold tees and 2,800 assorted candles among the classified ads of this new fortnightly magazine, a sort of *Exchange and Mart* of the discount business.

As street traders would say, the prices are knocked down to the point of giving the goods away. T-shirts at 50p each (provided you buy 2,500 of them); denim jeans at £2.50 (assuming the buyer takes 1,200). One company alone offers "Gents Diver's Watches" at 38p, down from 44p, "Unisex Fashion Sunglasses" from 29p and "Black Bags" at £26 – per 1,000.

They are end-of-line merchandise, or cancelled orders, or hankrupt stock, or mail order returns. According to pnblisher John Coombs, Europe represents a £5bn market in bulk orders of items which are in some way surplus to requirements.

They represent an elephant's graveyard (there are, incidentally, no bulk offers of elephants at present, but the magazine runs to two bison and one llama) of miscellanaous goods lying around in warehouses and factories, in thousands of batches too small to go through the normal distribntion channels but too large to leave for the dustman.

Perhaps the quality is suspect: mail order goods returned, either because the pop-up toasters fail to pop or because the customer failed to attach the plug correctly. *Trade to Trade* (182 Royal College Street, London NW1 1YN, Tel 01-482 5343) aims to scoop up some of these bargains.

But they mnst be massive orders. John Coombs explained that he had turned away advertising, which does not happen much in the magazine business, and that he had also turned away subscribers, which happens even less – particularly when they are prepared to pay £78 for a year's subscription.

He is interested only in readers who are representatives of manufacturing or service companies, or who are otherwise in a position to order "mixed lot of 8,000 rackets" or "94 immersion heaters." John Coombs is not aiming at what he somewhat cruelly refers to as "the sheepskin coat hrigade." The children's denim jackets at £3.50 each may be "unwashed indigo," hut the Great Unwashed will not get their dirty paws on the batches.

Jonathan Sale

Antony Thorncroft forecasts record prices as Impressionist and modernist art goes under the hammer

Bulls poised to stampede at London sales

WE ARE approaching make or break week for Christie's and Sotheby's (and let's not forget Phillips). London will temporarily become the focus of the art world and on successive evenings, starting on Mooday, the three auction bouses will be holding their most important sales of the year in Impressionist and modern pictures.

Actually they are their most important sales full stop, for this sector of the market contributes well over 40 per cent of the annual turnover, at least for Sotheby's and Christie's. A disaster here – a too high reserve on a major painting; a wave of doubt among the dealers – could topple the delicate carapace of confidence which underpins the whole "art as an investment" bandwagon.

Not that the salerooms have any immediate worries oo that score. A booming world economy, and the best collections of pictures they have managed to compose in years, sbould ensure a stream of record prices and bullisb beadlines next week. The recovery in the value of the dollar, however slight, sbould be enougb to bring more Americans back into the bidding against the acquisitive Japanese and the sturdy continentals.

Well endowed museums will be there, chasing some important works, and optimists believe that now is the time for the *nouveaux riche* Brits to ape their ancestors – Clore, Cotton, Lyons – of the 1960s, and buy these most saleable of works of art. They may be over-confident: over 90 per cent of the major works will coms from overseas and will return there, apart from the paintings that will furnish the British homes of rich foreigners.

"Les musiciens" by Foujita, which should make over £100,000 at Christie's on Monday night

For Impressionist pictures have become tbe universally appreciated, free flowing, international art currency. The stock market crasb caused only a slight hiccup: indeed Christie's is a beneficiary next week of Black Monday, having beaten Sotheby's to the draw to obtain, at the last minnte, eleven paintings from the straitened Alan Clore, son of Sir Charles, who bought most of them.

Christie's has done splendidly in this field in recent years, after a long history as the poor relation to Sotheby's. Last year it pulled in more tban £110.8m. from its three major London Impressionist evening sales, as against £95.3m. from Sotheby's. Securing Van Gogh's "Sunflowers" last March sealed its success and its auction on Monday night is reckoned by chairman Charles Allsopp to be its best ever, with at least nine of the eighty-odd works on offer likely to break the £1m. barrier. There may be no Sunflowers to contribute £24.75m. hut the collective total could be a record.

Among many highlights are a rare Monet painted in 1871 during his stay in Amsterdam, whicb should top £3m: a Van Gogb, using bis "yellow palate", of books, which sbould make around tbe same sum; and a Modigliani portrait of his young mistress, Jeanne Hebuterne.

The Clore paintings will provide a useful boost, not least a pretty £3m. Renoir, and two works whicb should establisb artist auction records, a rare landscape by Bazille, an influential early Impressionist artist wbo was killed in the Franco Prussian War at the age of 29, and an early Chagall Paris scene of around 1911. What makes Christie's particularly confident about its sale is that it has managed to persuade vendors not to be too greedy with their reserves, and the fact that most of the major works are fresb on the market – notbing puts off buyers more than stale goods.

Sotheby's sbould manage the higbest price of tbe week on Tuesday wben it offers a masterpiece of Impressionism at Its most idyllic, a Monet painting of his wife lying in a meadow near their home at Argenteuil. Painted in 1876 It is regarded by Sotheby's expert Micbel Strauss as the most important Monet to appear on the market for more than twenty years and the estimate of £6m seems cautious. A Monet record is on the cards, and there should also be a new high for Bonnard. "Nu dans la baignoire" is one of the first of his bathroom scenes, depicting his new wife, Marthe, in 1925, in an unusual perspective. Blds approaching £2m would be welcome. Othar records are anticipated for a Henry Moore maquette for his monumental King and Queen, and for "Der Rote Feder", a portrait by the Russian born artist Alexej Jawlensky.

The opening of tbe exhibition of "Late Works " by Picasso at the Tate this week should boost demand for this prolific artist wbose saleroom history has been mixed in recent years. Sotheby's is offering eigbt Picassos on Tuesday, including early works of around 1900, while Christie's has six in all. They should do well.

With Phillips weighing in with 17 paintings from the collection of Dudley Wright on Wednesday, including a Matisse nude with a £800,000 price tag, the stage is set for an orgy of ostentatious buying. Cbristie's bas bad more applications for reserved seats than for any auction in its history. Sotheby's is equally confident.

Tbese sales could not bave arrived at a better time. The antique trade was getting nervous. The last few months have been slack in London. The Grosvenor House Fair, the apogee of the Season, did as well as could be expected, given the absence of a flood of Americans, but it was the same old story – the good stuff, and the rare, selling well with the run-of-the- mill works of art finding few buyers.

"Deux musiciennes", a Matisse oil of 1921 which could sell for £2m at Sotheby's on Tuesday

There havs also been some pecullar sales – such as Christie's major furniture auction in Monaco last week end where the key lot, two Louis XV commodes by Charles Cressent, failed to find a buyer at the £1m. wanted by the seller. This could just have been bad timing and over-optimism on the part of Christie's but a run of star pictures selling for million pound sums is just the tonic that the auction houses, and the dealers, need as the 1987-88 season approaches its close.

Robin Lane Fox criticises National Rose Society displays

A psychedelic bad trip

FROM NEXT week on, the gardens of the National Rose Society at Chiswell Green, St Albans, will be at their peak. They are signposted excellently off tbe M25 and rather less well back onto It. Thousands of visitors make the journey and for years I have felt it is one I ought to make, too. However, if you are in doubt, *keep doubting: it is a visit to provoke thought*, not imitation. There are many more aesthetic ways of spending a garden afternoon.

In 1961, the society bougbt most of its present gardens, one or two extra cottages and a tile-hung dream of a broker's farmhouse, all for only £20,000. The area is an admirable example of self-help. The subscriptions of 24,000 members finance five gardeners wbo look after several thousand roses over 12 acres.

A visit reveals that the soil is very unfavourable, stony and quick-draining, not a fertile Hertfordshire clay. The gardeners manure It *heroically. Their roses* show no signs of mildew and, when necessary, are irrigated by systems under the soil.

The society's style of rose gardening runs according to its own compelling logic. Some large conifers still stand like sentinels on the gardens, whicb are otherwise a flat expanse. Below them there are the rosebeds, cut on demand in semi-circles or rectangles and accommodating arcs.

The newest roses are planted in the adjoining Trial gardens, where they sit for three years. *Meanwhile, experts* in the rules of the Rose Society give them prizes for size of bloom, strength of colour, glossy foliage and scent, where scent exists. The best of them are then moved into an oblong, arc or semi-circle in the main grounds.

You might think there would soon be a queue of roses waiting for *space* in the *National* beds. Here, nature is kind to prize-winning breeders of the future. After a while, the former prize-winners tend to grow tired. Some develop mildew; others lose their vigour and can be taken out to make room for a newer batch of prize varieties.

However, nature's kindness nsually has its little quirks. When the roses of the 1970s have run their course, not only the hush has to come out – the soil has to come out, too. If a new rose is grown in a former prize-winner's soil, it runs the risk of specific replant sickness. I suppose It is as if each year's Miss World was obliged to wear the previous winner's bathing suit. So the soil comes out, is sterilised, and is then prepared for next year's winner of the President's Cup.

Visually, the effect is terrifying. The roses glower in huge blocks: several hnndred yellow Korresias back onto a block of scarlet rose Times. In summer, the ever-so-glossy foliage glistens as if it has all been laminated with a copper sheen. Squat little bushes give flat streaks of colour and somebody, somewhere, gives prizes for plum-coloured foliage.

Gardening

There is no subtlety, no harmony of colours.

On a hot afternoon, it all shimmered alarmingly. I was reminded of Paul Theroux's novel, *The Family Arsenal*, which begins with a man on a commuter train from London to Essex who has just been taking hard drugs. When he gets off – near Ongar, I think – the car parks and country lanes are blistering in his distorted vision. He would have liked a trip, more safely, to St Albans in July; but, at £1.50 for the entrance ticket, others will know if it would have been cheaper.

Why is the Garden of the Rose such an awful advertisement for the sensitive use of roses in gardens? Once alerted, no gardener wants dull, oblong beds of nothing but Rose Glenfiddich without any contrast, form, or extension to the season. That style has been left behind at Company Headquarters where the landscaping simply is farmed out. Essentially, these prize-winning bushes are roses for picking and displaying on sbow benches. They are cut flowers, the colour of which belongs with the vegetables: a busb or two for the house, not a bundred in a half-moon.

The Garden of the Rose takes a chaotic shot at inter- and underplanting: some bits of meadow cranesbill in tbe gaps between "some rose curiosities," tbe old-fashioned forms whicb many people now admire. It is absurd that the old-fasbioned forms, Bourbons and so forth, are left to sprawl flat on their faces. They are 20 times as beautiful wben they are trained onto iron supports, trimmed into bedges on wires, or pruned onto hoops. Amateurs know this and now do it beautifully. At Chiswell, it is the modern climbers which edge the President's path and wait to pray like Roman candles along lengths of old rope between heavy pillars.

In the heat, I watched public reactions to one of the psychedelic pergolas. Orange maigold ran into the scarlet Parkdirektor Riggers and a double spread of Chaplin's Pink Companion. The roses *clashed* horribly with each other and the brick pergola clashed with all three. The reaction was not, on second thoughts, to photograph It: it was rather hard to get into one print. Instead, the public tried to sniff it – but not one of these vibrant roses has any scent.

In beds, I suppose, you do see a rose in its true colours. Mountbatten has not died down with the publicity of its launch a few years ago: it has grown ever upwards into an unusable upright bush. As for the older roses, they do look a bit odd, plonked into squares or thickets which have a brief season of glory. They look even odder, sometimes, if you go by the label.

The society's idea of that heavenly Rose Blairi Number Two is certainly not mine, nor my expert nurseryman's. As for those admirable Portland roses, Jacques Cartier and Comte de Chamhord, f suggest that tbe society swaps Its labels. On my visit they were confused, while several other oldies had no labels at all.

The one point of a garden of nothing but the rose would be to let the public identify the best roses and the many ways of mixing them in their gardens. The National Rose Society sbould give the problem some long, hard tbougbt before the next prize-winners come in to replace the forms from the 1980s.

Arthur Hellyer identifies the mass murderers of the plant world

Mother Nature strikes back

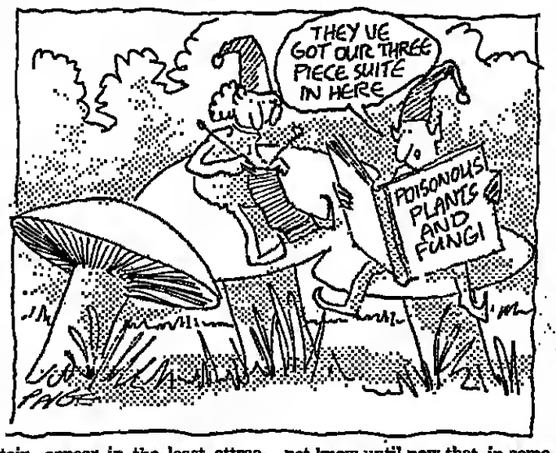
A LOT HAS been written recently about tbe poisonous properties of some plants. Now, an excellent book on the subject called *Poisonous Plants and Fungi*, commissioned by tbe Ministry of Agricultnre and Fisberies, bas been publisbed by Her Majesty's Stationery Office. It costs £8.95 and its joint autbors, Marion R. Cooper and Anthony W. Johnson, both are scientists employed by the CAB Bureau of Animal Health in its Central Veterinary Laboratory at Weybridge, Surrey. This is entirely appropriate since, contrary to popular belief, animals are far more likely than human beings to be poisoned by plants.

The reason for this is the mucb greater likelihood that animals will consume plants in sufficient quantity to suffer serious harm. Not many plants are so deadly that an accidental consumption of a small quantity can prove fatal: many taste so unpleasant that most people would spit them out immediately. But with grazing animals It is different. Not always does instinct prevent them eating sucb plants, and the risks are greatest when safer food is scarce or poisonous plants are mixed with hay.

The authors of *Poisonous Plants ond Fungi* are very clear on these matters. They point out often that it is children with their lack of experience, natural curiosity and relatively low body weight wbo are most at risk among bumans. Brightly-coloured berries such as those of lily of the valley, can be very attractive and some of tbe queries *received most frequently* by the poison information centres relate to this plant and usually involve children.

The symptoms can be alarming, including vomiting, headacbe, mental disturbance and irregular or slow heartbeat. In extreme cases, death can occur from heart failure, but it is reas*suring* to be *told* that *serious poi*soning is rare since vomiting limits the absorption of the toxins.

The same inbuilt remedy seems to apply to poisoning by seeds of the laburnum tree which is mentioned a number of times as potentially dangerous, especially to children. I have always been rather surprised about this as neither the dry seed pods, not the small brown seeds they contain, appear in the least attractive.



It has been suggested that children eat them while tbey are green and unripe, but at this time tbey are hanging in their pods and are mostly out of reach of any but the most determined children. The seeds also are very difficult to get out of their pods.

However, safety lies in planting the bybrid laburnums such as Vossii and otbers grouped under the general name Watereri, since these produce little or no seed. They are also more decorative than the species which produce seed freely.

One of the most dangerous garden plants would seem to be the oleander or nerium. This handsome, long-flowering shrub is often seen in buge quantities in Mediterranean countries, California, and other places witb warm climates. Every part of it is poisonous. Eating it can be fatal, and apparently even smoka from a fire on which oleander stems are burning can be harmful. I did not know until now that, in some countries, even skewers of oleander wood used wben cooking meat have led to fatal poisoning.

Altbougb the plant is bitter and produces an immediate burning sensation, which should deter anyone from eating mnch, this might not be sufficient to ward off serious damage since even a small quantity can cause serious poisoning. At the moment, oleander is increasing in popularity as an easily grown and showy conservatory plant. Perhaps this is a case where the warning "poisonous" should appear on the label.

Until I read this book, I had not realised bow sensitive some animals are to onions and their relations. We are told that, after eating onion soufflé, dogs became lethargic and anaemic and that cats given onion soup or raw onions also became anaemic. The wild garlic, or ramson, which looks so attractive in apring (often growing with bluebells) also causes anaemia in animals which graze it. The common ragwort, so frequent a weed in summer in badly-managed meadows, bas little or no harmful effect on bumans but causes a great deal of damage to grazing animals.

It is not always so straightforward as this. Ash had always appeared to me a perfectly safe tree hut, apparently, farmers In the Midlands have a totally different view. They call it "wood evil" and say it poisons cattle, especially in autumn when there may be a lot of leaves and fruits, commonly known as keys, on the ground.

These form a solid, indigestable mass in the stomach, causing a great deal of pain. Yet Cumbrian farmers cut branches of ash as cattle feed and see no harm in this. No-one seems as yet to have solved this particular conundrum and it is by no means the only puzzling thing about poisoning attributed to plants.

The section devoted to poisonous fungi, while much shorter than that concerned with green-leaved plants, is at least equally revealing. I had long believed that the fly agaric was one of the most deadly fungi but I now know that this distinction belongs to the death cap, another species of the same genus, amanita. Eating as little as half a cap of this can be fatal and the symp*toms appear in two phases*, with an intermediate period of apparent recovery which might prevent sufferers from seeking the immediate medical aid they need.

Moreover, as the colour illustrations reveal, this is a very ordinary-looking toadstool, not coloured brightly like the fly agaric which looks too beautiful to be safe. It is not always fatal: indeed, our authors assure readers that like its close relative, the panther cap, the major effects usually subside witbin eight hours.

Most odd is the common ink cap, that sad-looking fungus which is edible if you drink no alcobol but can cause all sorts of horrid results if von have consumed any even two or three days previously. Even when the dizziness, the rapid throbbing pulse and the flushing of face and neck have subsided, they may return if the victim takes an alcoholic drink a few hours later.

The colour pictures in this book occupy 48 pages, are excellent, and aid greatly in the accurate identification of plants.

Peter Gillman reviews a guide for ramblers and hikers

Take a walk on the wild side

WHEN Richard Gilbert reached the summit of Bidean nam Bian above Glencoe in 1971, thereby completing his ascent of all 276 peaks above 3,000 ft in Scotland, otherwise known as the Munros, he faced the dilemma posed by Bernard Shaw in *Man and Superman*.

The first tragedy in life, Shaw wrote, is not to achieve one's heart's desire; the second is to do so. Gilbert, a schoolmaster at Ampleforth, himself admits that for a tims everything in life seemed "flat and empty" afterwards.

Some successful Munro-climbers go on to mop up other peaks, such as the Corbetts (those over 2,500 ft) and the Donalds (over 2,000 ft). Others, like the redoubtable Hamish Brown, embark on furtber rounds of tbe Munros (Brown's current score stands at seven). Gilbert did none of those things. Instead he concentrated his energies on writing and editing a *serias* of walking *guide*books which stand as landmarks in mountaineering publishing.

The first, *The Big Walks*, published in 1980, was a revelation. Unlike most guidehooks at that time, whicb bad been dowdy, functional affairs, the best of them the series by Bill Poucher which included *The Welsh Peaks* and *The Scottish Peaks*, *The Big Walks* was ablaze with snperb photographs and evocative descriptions penned hy Gilbert and fellow walkers. It has sold more than 30,000 copies.

Planning the next step: Wilson and Gilbert

For me, at least, it provided an inspiration to explore beyond the more obvious peaks into wilder and more rugged territory, and to be more ambitious in my choice of rontes.

Gilbert's partner in the enterprise was Ken Wilson, the former editor of *Mountain*, then Britain's best climbing magazine, wbo mortgaged his family house in Macclesfield several times over in order to set up his own publishing company.

He was as enthusiastic as Gilbert, and determined to insist on tbe highest standards from a British printing indnstry too often content to deliver second best. They produced a second volnme, *Classic Walks*, which offered a less demanding but equally rewarding series of walks, and have now published their third, *Wild Walks*, whose title at least may owe something to the *Walk Wild* series published in the FT last year, to which Gilbert contributed.

Wild Walks offers guides to a further selection of walks in Britain and Ireland, from the Hoy coastal path in Orkney to the Knockmealdown Ridge Walk in Tipperary and Waterford, via the highlands and islands, the border country and the Lake District, the Peak District, the Pennines and the West Country, with north and south Wales in between.

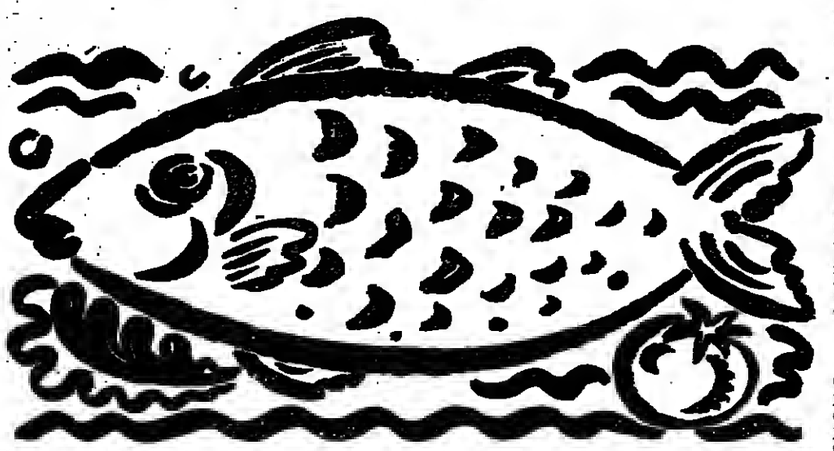
The common theme, like the FT ssries, was to offsr walks through some of the wildest areas of the British landscape, the sub-text being the quest for remoteness, isolation and rugged beauty in a country whose environment is under pressure.

At the same time it represents a further technical advance by virtue of the quality of design and reproduction, where the combined insistence of Gilbert and Wilson on excellence has obviously won through once more.

The double-page spreads showing Highland peaks, particularly those of the east face of Garbh Bheinn streaked with snow, or the frozen landscape of the far north-west viewed from the summit of Beinn Dearg, so stirred my own memories of glorious winter days in Scotland that I would consider paying £19.95 for them alone. With more than 250 colour photographs, 59 walks, and 224 pages, it is a rare bargain.

Philippa Davenport on summer appetites

Silver darlings' season



IN SUMMER my taste for red meat diminishes. The fresher flavours and textures of poultry and fish seem much more appealing.

Many white fish are sufficiently light and easily digested to tempt heat-jaded appetites – should we be so lucky as to get some blazing weather. Meanwhile, at the cool beginning of summer, there is a lot to be said for fish with a little more body to it.

The old saying about herrings being "no good until they smell the new-mown hay" is perfectly true. They are too lean in spring, but now "the silver darlings" are growing plump and sweet.

When fresh they are hard to beat simply grilled, served with bread, a salad and a good deal of wine. Cook them *outdoors if possible*: they taste better *en plein air* and it means you can char the skins deliciously with no fear of having to live with the lingering cooking smells.

The mackerel season has also arrived. Like Parson Woodforde I am fretful for the readiness of the first green gooseberries to partner them. In their absence as yet, I serve the fish with a tart sorrel sauce, simply made by melting the leaves to a puree with a knob of butter and a splash of water. Or I dust the bellies and rub the skins of the fish all over with a generous mixture of coarsely ground black pepper and pounded fennel seeds.

When the weather hots up enough to want to serve cold fish dishes, the chances are that I turn to Finnan haddock: the genuine article, pale and smokey. For occasions that call for a little chi-chi, I bind the flaked fish with a few spoonfuls of mayonnaise and roll it up in a fresh green watercress or spinach and sorrel roulade.

For more modest meals I recommend a pure and simple salad of smoked haddock flaked onto a bed of cos lettuce leaves, showered with generous quantities of fresh chopped chives and parsley. Hard-boiled eggs make good additions; a few top-quality prawns add a touch of luxury. A good sauce to go with this is mayonnaise thinned until creamy by the addition of some of the milk in which the fish was poached. The milk may also be flavoured with a hint of bay or mild curry spices.

The same mixture of herbs, smoked haddock and eggs can be stirred into hot buttery brown rice to make a splendid kedgeree. This is invaluable for days when the weather turns nasty and it is my idea of the perfect Sunday brunch dish.

At the more expensive end of the market, and still on the theme of brunch, salmon fishcakes are another old idea freshly back in vogue. That is to say, fishcakes are fashionable if they are miniatures – big ones are old hat. My own proviso is that fishcakes only deserve to be so-called if they contain a fair share of fish. All too many ought more correctly to be known as potato cakes.

Sea trout is always cheaper than salmon, and to my mind is a superior fish. Baked whole in foil with a few herbs tucked into the belly, it is the easiest thing in the world to do, and there is nothing more agreeable for a summer dinner party than sea trout served with lightly cooked matchsticks of cucumber, tiny new potatoes steamed in their skins and unstinting quantities of deliciously fattening hollandaise sauce, with equally unstinting quantities of fresh raspberries to follow.

Monkfish is another of my favourites. It is the classiest of white fish to serve in salads. It is excellent baked *en gigot* as described below, and well suited to grilling – in *chunks en brochette* or as whole tail fillets. I like to dip the latter in hot melted butter as soon as cooked and to roll them quickly in chopped fresh herbs to coat them prettily with greenery for serving.

Mackerel with gooseberries and mint
(serves four)

Four plump fresh mackerel; 1lb green gooseberries; fresh mint; 2oz lightly toasted pinhead oatmeal; 1oz butter; a little sugar and three to four tablespoons cream or Greek strained yoghurt.

Top and tail the gooseberries. Put them into a pan with three or four sprigs of mint, a spoonful of water and the diced butter. Cover and cook very gently until the fruit is pale and just soft.

Use half the berries to make a stuffing. Crush them with the oatmeal, season with pepper, a pinch or two of sugar and a little chopped mint.

Use the remaining contents of the pan (the rest of the gooseberries, the buttery juices and the mint) to make a sauce. Rub the mixture through a fine nylon sieve and season with salt, pepper and sugar. Stir in the cream, cool then chill.

Slash the sides of the fish. Slip some of the stuffing into the belly of each and grill in the usual way. Serve on a bed of mint and hand round the chilled sauce in a bowl.

Gigot of monkfish
(serves four to six)

One whole monkfish tail weighing 2½ to 3lbs; 2½ oz each small black olives and lightly toasted pine nuts; two tablespoons extra virgin olive oil; the juice of half a lemon; a bunch of basil; fennel seeds, coriander seeds and a little garlic.

Skin the fish carefully removing every trace of membrane. Then fillet the fish and remove the central bone. Or ask the fishmonger to do these things for you.

Wash and dry the fish and rub it all over with black pepper. Toast ½ to ¾ teaspoon of coriander seeds, mix with the same quantity of fennel seeds and crush together.

Sprinkle the seeds along the length of one of the monkfish fillets. Add a finely chopped garlic clove and two or three tablespoons of fresh torn basil leaves.

Lay the second fillet on top of the first, to sandwich the aromatics between them, and tie the monkfish tail back into its original cone shape with several rounds of string. Leave in a cool place for an hour or so before cooking but do not refrigerate.

Heat a shallow roasting or baking pan and heat a tablespoon of oil in it. Dust the fish quickly with well seasoned flour, shake off excess then brown the fish on all sides for about five minutes.

Season with salt, pour on the lemon juice, a tablespoon of water and another one of olive oil. Transfer the pan to an oven heated to 450F (230C) Gas mark 8. Immediately reduce the temperature to 425 F (220C) Gas mark 7 and cook for 25 to 35 minutes, basting once.

Let the fish rest for a few moments before serving it on a hot dish surrounded by the olives, pine nuts and generous sprigs of basil. Rice (plain or saffron) and fried courgettes go well with this. The pan juices can be served in a sauce boat as gravy. It is probably gilding the lily to suggest hollandaise sauce as well.

Little salmon fishcakes
(serves four to six)

1lb cold freshly cooked salmon (skinned and boned weight); 1lb potatoes; 2oz butter; one lemon; one egg; parsley, chives, dill and perhaps a few capers; beaten eggs, fresh breadcrumbs and oil for grilling or frying.

Boil the potatoes until tender, cooking them in fish stock for preference. Drain and strip off the skin. Puree the flesh smoothly, beat in the butter, plenty of salt and pepper, the finely grated zest of the lemon and one teaspoon or more nr lemon juice, then mix in some herbs. A generous four tablespoons each of fresh chopped parsley and chives and a snifter of dill will give a delicate herby flavour. Add a few spoonfuls of rinsed and chopped capers for extra zip if you like. Bind with one lightly beaten egg then quickly and lightly incorporate the flaked salmon.

Leave the mixture in a cool place, uncovered, until it is very cold and firm. Then divide and shape it into 30 or so flat, round cakes each about half an inch high. Egg-and-crumb the fishcakes thinly and evenly and set aside for at least 20 minutes before cooking.

I grill rather than fry, laying the fish cakes on a rack that has been lightly brushed with oil to prevent sticking. They need about four minutes on each side under moderate heat to become hot right through and crisply coated. Serve on very hot plates with wedges of lemon or lime.

Peter Knight pulls the rug out from under Britain's would-be retailers

Carpet that caused a pile of trouble

THE MAN from Harris Carpets in Camden Town, London, didn't have New California Dreams in stock but he was going to get right on to it and call me back on Friday, for sure. That was weeks ago and I am still waiting for the call.

I also tried B&R, Resista Carpets, Chancery Carpets, Times Furnishings, Maples, Waring and Gillow. . . no luck. I know an order for £500 is not a lot these days, but surely there must be someone out there who wants to take my money?

Here is a hard-luck story about how difficult it is to spend money in Britain's red-hot economy, where it's not the salesmen but the customers who have to face rejection.

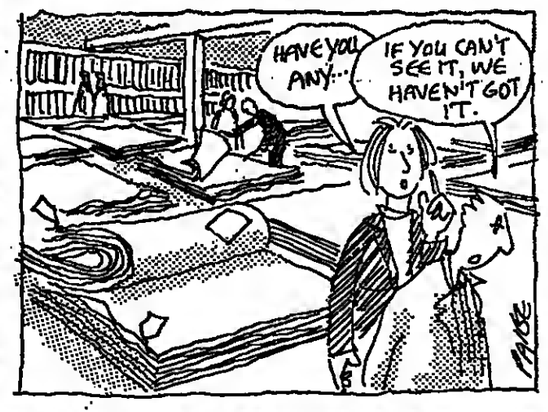
It all started with a foolish decision to visit the Ideal Home Exhibition at Earl's Court.

There, among the millions of demonstrators showing knives so sharp that entire greenhouses of tomatoes could be sliced in one go, I saw a stain-resistant carpet I liked. The television ads say it is excellent for accidental spills – even dried-in stains come out the following morning.

This carpet is made with a synthetic fibre invented by chemical giant Du Pont of the US. It is called Antron and a lot of carpet weavers use it to make their particular versions, sold under various outrageous brand-names such as Suspense, Great Expectations, Impulse and New California Dreams.

The fabric's problem is that some of the colours are rather garish; unless it is woven in a particular way, the result can be somewhat shiny.

There is only one version that is dull enough to suit my middle-class tastes, and it is this that I was unlucky to see at the Ideal Home Exhibition on the Waring and Gillow stand.



I couldn't make up my mind in the rumpus of Earl's Court, so I went home to discuss it, think about the price (around £17 a square yard) and generally do all the ritual pondering involved in carpet buying.

We wanted it. This, in hindsight, was a silly decision.

I phoned Waring and Gillow in Kingston.

"We don't have it," they said.

"But it's on your stand at the Ideal Home."

"Ah, that's a separate department. That's all new stuff, you see, we won't get it here for months."

The 'phone book told me that Waring and Gillow also owns Maples in Tottenham Court Road, a few minutes from my home. Ideal.

"Nah, don't do New California Dreams."

"How about Suspense?"

"Nah."

"But your stand at the Ideal. . ."

"Nothing to do with us. . . different department."

"Can you order it?"

"Nah."

Back by phone to Waring and Gillow, where a sales assistant behaved entirely out of character. Although I was only spending £500 he was polite and gave me the number of the stand at Earl's Court.

There I spoke to another charming chap who said it would take at least four weeks to order the carpet and there were no samples anywhere else in the country.

Surely, somebody in the metropolis must sell New California Dreams and be willing to bring a sample to our home, as carpet merchants normally do? I discovered that Associated Weavers of Halifax made the carpet, and rang to ask for their stockists.

"It's one of our most popular lines. Try Harris or the Co-op," I was told.

Harris is, of course, still calling back and the Co-op only has samples hours away in Stratford, east London. The Co-op, or CRS, runs stores which follow the British retail tradition of closing at 5.30pm, a time convenient to the trade and not the customer. Co-op salesmen do not make house calls.

I had already tried specialists like B&R and Resista, but they were totally uninterested in finding anything other than what was in their basement. Mr Roberts of B&R, whom I upset by mistakenly calling Mr Bishop (surely a promotion?), was quite blunt.

"We don't deal with Associated".

"Does that mean I should go somewhere else?"

"Yes"

I decided on one more try. I picked a shop at random in the Yellow Pages which advertises as "offering the personal touch." After all this rejection, any touch would do.

"Do you have New California Dreams?"

"Whach-you-say?"

"Have you any stain-resistant carpet?"

"Wazthat?"

Until my New California nightmare, I flatly refused to go down on my knees when trying to buy something. But I think I'm about to do so now.

All dressed up and going places

HAVE YOU ever wondered whether lurking inside you there is a smarter, more glamorous you waiting to emerge? On Saturday July 9 you could have a chance to find out. From 14.30 to 17.00 Lucia van der Post, who is the Weekend FT's How to Spend It Editor, and a team of experts from Harrods will present a fashion and grooming entertainment at Personal Investment 1988, an exhibition marking part of the FT's centenary celebrations, at the Queen Elizabeth II Conference Centre, Westminster, London.

Those who are longing to see themselves transformed can offer themselves up as guinea pigs to the team of experts on hand and discover just what professional advice is all about. There will be a small fashion show to get your eye in and experts will suggest carefully-planned capsule wardrobes for the travelling businessman and woman.

Price per session is £10 per person but readers of HTSI are being offered a special price of two places for £15 - this also includes entrance to the whole exhibition which is normally £5.

If you are interested in booking a place, write to: Financial Times Conference Organisation, 125 Jermyn Street, London SW1Y 4UJ. Tel. (01) 925.2323.

Offer repeated

By Lucia van der Post

THE FT Centenary deckchair that we featured on June 11 seems to be exactly what everybody is looking for. The original consignment was completely sold out by the following Tuesday morning. However, as it seems to fulfil a need, the FT has ordered another 300 deckchairs and 150 footstools, so that anybody who missed the announcement a chance to order one.

To recap: the deckchair has a sturdy wooden brown frame (of hard teak) with strong arms and is covered with a leafy green canvas. It is very comfortable, has a rocking movement and a small rolled head cushion on which the initials FT are discreetly printed. Both the chair and the footstool fold up neatly for easy storage.

The chair sells at £57.45 (including VAT and carriage) and the stool sells for £28.75 (including VAT and carriage). Once again, orders will be treated as they arrive.

Write to: FT Centenary Deck Chair Offer, Publicity Department, Financial Times, 10 Cannon Street, London EC4. Readers outside the UK but living in Europe who would like a chair and/or footstool can order direct from the manufacturer in Holland. He will charge the same unit price for the pieces but will quote individually for carriage. Write to: Mr Bert Bakker, Managing Director, Cres Uesign Holland, PO Box 5865, 1007 AW Amsterdam. Tel.(0)20-465717. Telex: 13397 e/r nl.

Getting shirty

YOU MIGHT feel there is not much a designer can do with the concept of the shirt until you take a look at what The Shirtsmith is producing.

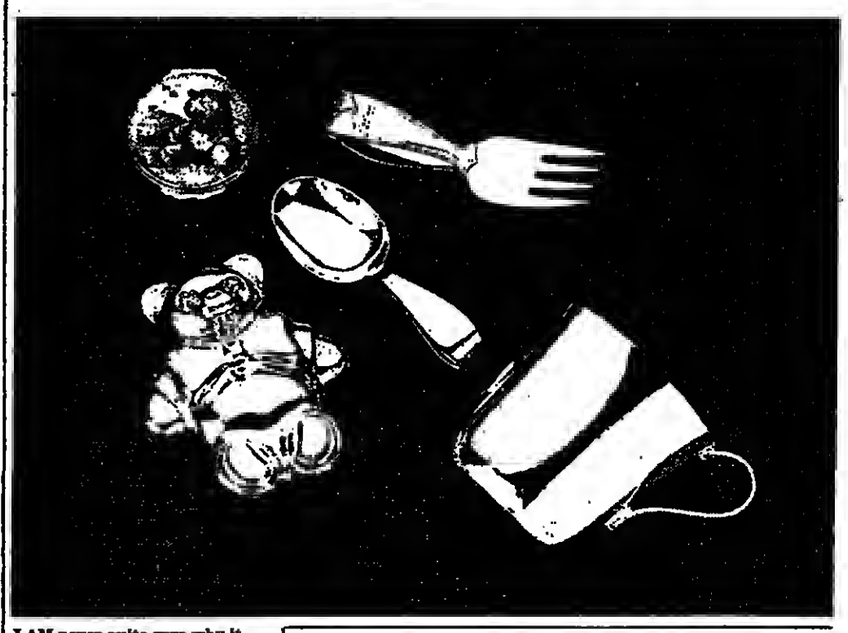
All are made from the finest materials – pure silk, linen or cotton. They often combine several fabrics, as in the one above on the left where a black and white leopard print has been combined with a turquoise and orange patterned fabric for the pockets, cuffs and collars, while the back is of bright blue and white.

Most shirts are produced in limited editions of about six. Most are also unisex but there is one important exception – one of the most sought-after white shirts in London is The Shirtsmith's classic, fine white poplin version which has a softish collar, is cut impeccably and costs £49 a time.

The dressier, more flamboyant shirts cost a little more. On the right is a pure silk black and white print shirt, one size only at £120.

The shirts are sold throughout the country but contact The Shirtsmith at 17 Ladbroke Square, London W11 (01-221 3347) for details. It also sells by mail. On Thursday, the collection is on show at 17 Ladbroke Square from 5-9 pm.

AFTER years of blissful comfort in pumps, the time has come to learn to totter elegantly. Shown here is "Ascot" (£89.95) from Rayne's new collection. If you prefer something a little more classic or have a particular colour in mind it is worth knowing about Rayne's personalised shoe service - these come in standard Rayne fittings (plus Double A) but offer three different heel sizes and 140 different colours. Orders normally cost £119 and take three weeks but a seven-day service is possible for an extra £25. Available from Rayne, 15 Old Bond Street, London W1 and Harvey Nichols, Knightsbridge, London SW1.



I AM never quite sure why it was that Holly Golightly found a visit to Tiffany's such an unfailing source of solace – beautiful many of the things may be, but accessible they are not. However, now that we have a British branch of Tiffany's, I have discovered a few delights that won't necessarily break the bank. The sterling silver Mother Goose fork is £60, the feeding spoon £60, the Teddy Bear rattle £60 and the baby cup £155, while the enamel "Winnie the Poob" box is £50. All come wrapped in the traditional turquoise paper with pale grey ribbon. Tiffany & Co, 25 Old Bond Street, London W1.

Rugged companion

FOR MOST of the world picnics are strictly fair weather institutions. Britons indulge come rain, come shine, come chilling winds, come rolling clouds. What every ardent picnicker needs, therefore, is something warm and waterproof to sit on. Loofy, a young company producing a small range of products designed to help combat (or complement?) the weather, has the very thing. Its 72ins x 52ins picnic rug – tartan wool/acrylic mix (Dress Thompson, Stuart of Bute, Lindsay or Blackwatch) on one side, waterproof polyurethane-coated nylon on the other – costs £46 from good department stores.

Geoffrey Moore on the definitive study of America's Civil War

North v South: the horror and the glory

BATTLE CRY OF FREEDOM: THE CIVIL WAR ERA
by James M. McPherson. Oxford. £19.50, 904pp.

THIS IS not just another book about the American Civil War. It is — to date at least — the definitive study, meticulous in its scholarship and compulsive in its readability. True, most of the details have been known for 100 years or more, but never before have they been brought together in so cogent a form. For British *readers especially, this account* will come as a real eye-opener.

Did you know, for example, that there were four times as many casualties in one battle in the Civil War as in the D-Day landing of the Americans in Normandy on June 6 1944? Or that the *Civil War cost America* more lives than all the other wars in her history combined? Or that twice as many soldiers died of disease as were killed or mortally wounded?

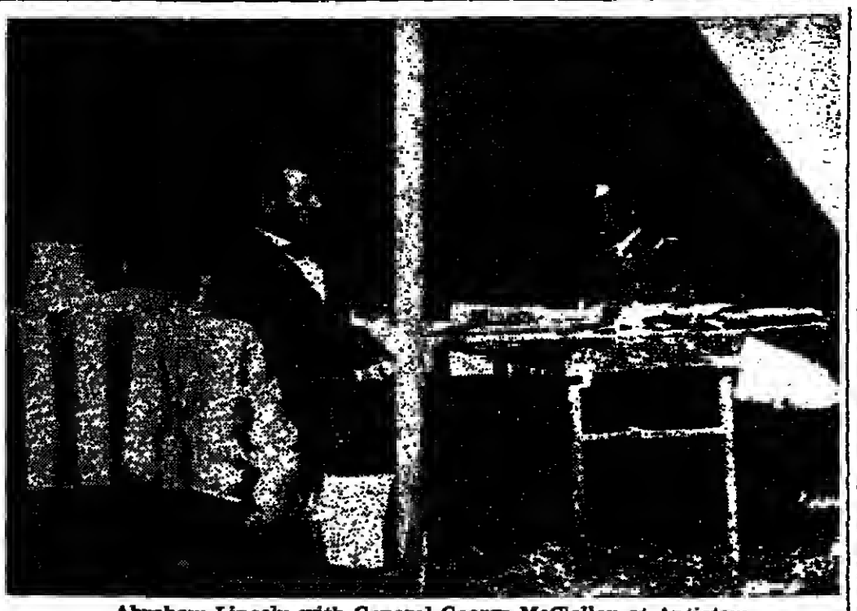
Although *Battle Cry of Freedom* is over 900 pages long, the reader is never bored. Part of its success is due to the unhurried way in which Professor McPherson shows how the war developed from the social and political struggles of the 1850s and early 1860s. It is not until page 264 that his description of the Fort Sumter bombardment begins an electrifying account of the battles, the generalship, the casualties, the blockade-running. It was this incident, on April 14 1861, coming after John Brown's pathetic attack on Harper's Ferry and the election of the virtually unknown Republican Lincoln, which drew the *Southern states* together.

At the beginning the war was an amateur affair. Clad in his own idea of what a uniform ought to be, Johnny Reb despised the lily-livered, carpet-bagging Yankee, and indeed put him ignominiously to flight. It was at the Battle of Bull Run (Manassas) on July 21 1861 that the "rebel yell" was first heard. "There is nothing like it," said a Northern veteran, "*this side of the infernal region.*"

Perhaps not. But it did not serve the Confederates as well as their heavy ordnance served the North in the subsequent battles. At the end of a year of war, Shiloh set the tone for the rest of the horrendous conflict. Not just a few hundreds but 20,000 killed or wounded was the toll. Neither side could tell if it was a victory or a defeat. General Sherman, writing to his wife, could not forget "the *piles of mangled bodies* without heads or legs."

There was worse to come. At Antietam on September 17 1862 the Confederates went down "as *the grass falls before the scythe.*" But although Lee dared the Northern General McLellan to renew the assault *McLellan did* not press home his victory and Lee escaped with his mangled army into Virginia.

However, it was Grant's victory at Gettysburg in July 1863 which showed that the North had its great generals too. From then on the war weot inexorably against the South. Eventnal Union victory ensured that the Northern rather than the Southern vision of American society would prevail, whereas before 1861 it seemed as if it might well be the other way round. Lincoln is the key: Lincoln the general as well as Lincoln the president, Lincoln the incomparable master of prose and the exactly right sentiment, Lincoln who was so tragically assassinated before he could savour what he had wrought.



Abraham Lincoln with General George McClellan at Antietam

Although the President *believed, from first to last, that* slavery was morally wrong his political sense was such that he felt he had to announce at the outset that he had no desire to "interfere" with the States in which slavery existed. Within a year, however, when the precise alignment of the South bad become firm, he felt able to oppose slavery publicly. In the Gettyshnrg Address he announced that the Constitution, as written by the Founding Fathers, under which the United States had become the largest slava-holding country in the world, would have to be rewritten.

Why did the South lose? The *superior manpower* and *material* of the North is the usual answer. They outnumbered the Confederates hy more than three to one and possessed 90 per cent of the nation's manufacturing power. How could they not win?

Easily, says Prof McPherson, who points to the War of Independence as an example of bow a tiny country *without* resources could defeat a mighty nation. What is necessary is to be convinced that you have right on your side and this, despite their pride and matchless valour, the Southerners did not in their hearts believe. The tide both of history and of public morality had turned against them.

It is a sad story, this fight to the death between brother and brother — so much misery, such waste of human life. When the war ended there were more than 1m men under arms. New advances in American technology, such as the Gatling gun, had transformed the killing power of troops who started the war with flintlocks.

Yet in the end good came out of the conflict. The States which were at first bound loosely in a Federal Union under a weak central governmeot were forged by war into the natioo which emerged in 1865. "Preserve the Union," was Lincoln's battle cry, and he was right. No nation could exist uoder separate governments, half slave and half *free.*

It is the merit of Prof McPherson's graphic and thought-provoking account that he not only gives us the facts but makes us feel, without rhetoric or oratory, the misery and magnificence of the wboole bloody struggle. It was the rise to power of the Republicans in the North which made the doomed South fight so fiercely, because what the Republicans stood for — competitive, egalitarian, free-labour capitalism — was anathema to the Soothern concept of what life should be. What kind of America would have emerged, one wooders, if the South had won?

Rachel Billington on a striking reappraisal of the life and loves of poet Elizabeth Barrett Browning

Her own woman — in sickness and in health

ELIZABETH BARRETT BROWNING
by Margaret Forster. Chatto & Windus. £14.95, 400 pages
SELECTED POEMS
by Elizabeth Barrett Browning, edited with an introduction by Margaret Forster. Chatto & Windus. £12.95, 330 pages

ELIZABETH BARRETT Browning has baen generally portrayed as the pallid victim of a domineering father, rescued only by the love of a great poet, who plucked her from her prison *and bore her off till death did* them part in suony Italy. Margaret Forster, in ber excelleot biography, uses new letters and diaries to expand and contradict this view.

Indeed Robert Browning fell in love with Elizabeth Barrett but, far from being an insipid prisoner, she was a strong-willed woman who had created the circumstances of her own life rather than had them imposed upon her.

Born the eldest of 11 children in a happy, close-knit family, Elizabeth was at first as thrusting and energetic as any of her siblings. Margaret Forster traces the change in her character and in ber health — the two were never divisible — to the age of 14, which coincided with her reaching puberty and her favourite brother, Bro, being sent away to school while she stayed at home.

Suddenly she was confronted with the fact of her womanhood, which barred her from the education she so longed for. The result was an immediate collapse in health which, although ill-defined, kept ber apart from her family in a spa for over a year and led, thereafter, to a determined retreat from ordinary family life. Sbe confined herself to ber bedroom where she was accorded special treatment as an invalid and a poet. Her story seemed destined to become the classic case of the clever Victorian woman, uowilling and unsuited to the conventional role of wife, devoted nevertheless to her family and gaining personal fulfillment from her writing.

Robert Browning

Part of Margaret Forster's success in writing this biography is tbat, although o devoted admirer of her subject's passionate personality and poetic talents, she keeps a cool head for her weaknesses. She notes how after Mrs Barrett's sudden death, Elizabeth used her position to avoid the responsihilities of looking after her brothers and sisters, the youngest of whom was four.

Not many years later she found herself wishing to break her own rules of seclusion in order to visit a Greek scholar, to whom she formed a strong attachment on not quite such an intellectual plane as she liked to make out.

It was, in some ways, a rehearsal for Robert Browning, but io this case, not least because Mr Boyd was old, married and blind, she managed to persuade her father that visiting presented no dangers. By the time Robert Browning came into her life, the Barretts were settled in Wimpole Street and Elizabeth was a published poet, a recognised part of the poetic life of London, even if generslly, though not always, absent, by her own choice, from its *drawing-rooms.*

Mr Barrett had married at 19 and was hardly more than 40 on his wife's death. Nevertheless, he never looked at another woman, channelling all his emotions towards his children, particularly Elizabeth. She returned his love with what would now be considered obsessive intensity.

Seen in this light, it was almost inevitable that Mr Barrett would consider her love for Robert and her departure from the family home both incomprehensible and unforgivable.

Elizabeth was amazed to find herself in a passionate and serious relationship with a man. Margaret Forster emphasises their happiness, even though her father's adamant refnsal to forgive, her own ill-health, and continual money worries made her life a romantic story but no fairy tale. Elizabeth *was already* 43 when she gave birth to a son and there were 12 more years of Florence, Rome, Paris and London before her health finally *collapsed* and she died in her husband's arms.

During this period she showed an unwomanly passion for Italian polltics, at first elevatlng Napoleon III as her unlikely hero. The shock of Cavour's untimely death in June 1861 contributed greatly to her own weakness and she died in the same month.

This is a biography without very much literary criticism, although Ms Forster clearly finds *the early death-obsessed poetry* less successful than the later works. She has, however, edited a companion volume of Elizabeth Barrett Browning's poetry so it is now possible to properly assess such long narrative poems as *Aurora Leigh*, in which the role of the working woman is defined and defended and which sold remarkably *well in its time.*

Interestingly, Elizabeth's principles as expressed in poetry did not extend to practice, as illustrated in her treatment of her own servant. The *Portuguese Love Sonnets*, written after she met Browning and which she secreted with her when they eloped, are particularly moving when read in *context.* For both volumes and for throwing new light on an old subject, Margaret Forster deserves a long round of applause.

Fiction

Sex and Oxford blues

WHERE THE RIVERS MEET
by John Wain. Hutchinson, £12.95, 563 pages

BLACK CHAMELEON
by Martin Booth. Hutchinson. £11.95, 444 pages

BLACK BABY
by Clare Boylan. Hamish Hamilton. £10.95, 210 pages

THE PIGEON
by Patrick Süskind, translated by John E. Woods. Hamish Hamilton. £9.95, 77 pages

Where the Rivers Meet is at Oxford, John Wain's home for most of his adult life and the subject of his mammoth new novel — the first in a projected trilogy that is going to take us from the 1930s to the present day. It is Oxford seen through the eyes of Peter Leonard — son of a local publican, nephew of a college scout — who wins a place at Episcopus College and never looks back.

Oxford is seen too through the eyes of *his elder brother*, a motoring fanatic who has abandoned a good job at Morris to try his luck in the more exciting world of motor-racing. Their worlds seldom coincide, particularly after Peter leaves home for Episcopus. His new life is far removed from Brideshead, but it is far removed from his old life too. Try as be might, things can never be the same again.

Peter in any case is too much preoccupied with sex to spend much time thinking about anything else. A great deal of this novel seems to he abont sex, which, since it spans the narrator's undergraduate years, is not unreasonable. He sleeps first with Vinnie, a promiscuous shop-girl, then with Heather, a farmer's daughter whom he eventually *marries* under duress, though their wedding has to be kept secret to avoid jeopardising the research fellowship that has followed upon his First.

When he is not sleeping with girls, Peter is sporting his oak, hiding in terror from a noisy visitation of Bollinger boys, anxious to debag him after a convivial *bump supper. They do not like* him because he is not a pnblic school man, and because he has clever, louche friends. One's sympathies ought to be with Peter in such a situation, but the author presents him as such a self-obsessed prig that it is hard not to feel a sneaking admiration for the debaggers. Take this, for example, on the subject of Peter's adolescence:

"As my body grew larger, and *began to grow hair in the appro*priate places, I spent a lot of time thinking about Girls, and making tentative sorties, but I never got anywhere. I had no wage-packet, I had no motor conveyance, I didn't know about anything interesting. I don't think I resented it because I accepted myself as a totally uninteresting person. Such gifts as I had did not seem likely to open the way to a colourful, eventful life. They just seemed a recipe for work, work and still more horing work."

The fountain for him, and no mistake. In fact Peter is not such a twerp as this self-analysis would suggest, hut the novel as a whole is a little ponderous in style — mnch more *Sinister Street* than Waugh, with a dash of Howard Spring thrown in. It will be interesting to see, in the next two volumes, whether the author's knowledga of the academic life will lead him into C.P. Snow territory, or whether he will branch out into something different.

From Oxford in the 1930s it is not so very far to Oxford in the *1960s, as depicted in Martin* Booth's *Black Chameleon*. This is a story in three parts, set in 1950s Kenya, 1960s Oxford and 1980s Zamhia, featuring the uneasy friendship between two men of different colour, both of them dedicated to Africa in their own disparate ways.

They meet first in Kenya during the Mau Mau Emergency. Brian is a white schoolboy on a hunting trip, Matthew a Kikuyu *imprisoned for his part in the* Lari massacre. They become friends, bnt fall ont at Oxford over a girl, and do not finally make it np until they meet again in Zambia, where Brian has become a successful agronomist and Matthew an important figure in the ANC.

The story is skilfully told — though not in the Robert Ruark class — but it is difficult to imagine a veteran of Mau Mau's nastiest atrocity as a Magdalen postgraduate, and the ending, as the author will no doubt cheerfully concede, is more than a little contrived.

John Wain: a trilogy of a university city

Africa again with Clare Boylan's *Black Baby*, an impoverished infant sponsored for half-a-crown by a 12-year-old Irish girl, who thinks no more about it until the infant arrives in Dublin 50 years later and moves in with her middle aged benefactor. Irish Alice has been a spinster all her *life, hut black Dinah, judging* by the number of her gentlemen callers, has not. It's a nice idea, wittily told, a great improvement on the author's previous novel *Last Resorts.*

The Pigeon, by Patrick Süskind, is a 77-page novella, following hard on the heels of his earlier success *Perfume*. It tells the story of a wildly obsessive French security guard, whose neat, ordered life is almost fatally disrupted one morning by the arrival of an *indiscrimioately* mess-making bird on the landing outside his apartment. The guard leaves for work at the bank, forgets his routine, fails to opeo the gate for the chairman, decides to kill himself next day — all because he cannot take the disruption to his life caused by the hird.

He is, in short, quite cuckoo, and *The Pigeon* is the study of a man on the brink of insanity. It *is very well done as far as it goes*, but one cannot help feeling that more could have been made of a promising idea. The author fights shy of dialogue, for instance, dis*poses of his character's childhood* in a couple of pages, and sometimes seems cootent to tells us what has happened, when really he ought to be showing us.

Nicholas Best

Instinct or memory?

THE PRESENCE OF THE PAST
by Rupert Sheldrake. Collins. £15.00, 391 pages
INVISIBLE FRONTIERS
by Stephen Hall. Sidgwick & Jackson. £14.95, 334 pages
THE HOLE IN THE SKY
by John Gribbin. Corgi. £3.95, 160 pages

RUPERT SHELDRAKE'S *The Presence of the Past* is a highly ambitious *attempt to* describe a new scientific theory explaining many natural processes such as the growth of plants and animals and the evolution of habits, memory and ritual in humans.

Sheldrake proposed this theory in a previous work, *A New Science of Life*, and the new book describes more fully his extremely controversial ideas. The underlying notion is that many processes in nature are *influenced not just* by the physical characteristics of, in inanimate objects, their molecules — or, in biological materials, their genetic structures — but by unseen patterns of force which he calls *morphic fields.*

These fields are said by Sheldrake to link up past events, whether these be the crystallisation from solution of a new chemical or the conduct of a specific action by a person, with current activities to which they bear some relation.

Sheldrake believes that, as a result of morphic fields, it becomes easier to replicate activities if they have been carried out before. Hence the actions by birds or insects in building nests of a set shape can be explained by the fact that other birds or insects have done something similar in the past. Activities by humans — anything from learning a new language to discovering how to tie a baby's nappy — are influenced by the morphic fields in a similar way.

Many of Sheldrake's ideas have been scornfully rejected by the scientific community. It takes the view that these processes can be explained by existing theories, for which a far greater element of proof exists. This may be true; but you do not need to believe *everything* in Sheldrake's book to gain much from it. The text is spare and concise, and introduces ideas in areas such as evolution, genetic replication and the philosophy of science which are well worth exploring.

Far less abstruse is *Invisible Frontiers*, in whicb Stephen Hall, a US science writer, explains the efforts in the late 1970s by a groop of American biosciences researchers to synthesise the first man-made human gene. The gene was the key to the production in chemical plants of human insulin, a hormone required for the treatment of diabetes. Three rival teams of researchers were involved; and there was a tangible prize in the shape of the big commercial market for artificially produced insulin.

Hall tells the story — which culminates in the race being won by Eli Lilly, the large US drugs company — with superb skill. He demonstrates an ability both to explain some fiercely difficult scientific concepts and to detail with humour and understanding the emotions of the individual researchers.

*If the concepts behind biotech*nology may seem a little remote, the same cannot be said of the ozone layer, which prevents harmful ultra-violet radiation reaching the earth. Or at least, so scientists have proposed, it had been doing this perfectly happily until modern chemicals from spray-cans and insulating materials started to interfere. *The Hole in the Sky* is a highly readable volume by John Gribbin, which describes the changes and what can be done about them.

Peter Marsh

Old concepts in any language

LANGUAGE IN LITERATURE
by Roman Jakobson, edited by Krystyna Pamorska and Stephen Rudy. Harvard University Press. £19.95, 548 pages

THE LATE Roman Jakobson was the most famoos linguist of our times: partly because his own command of languages was enormous — a fact not always to be relied upon among linguistic theorists; and partly because of his inter-disciplinary daring in exploring literary style. Now his widow, who (tragically) did not live to see this book published, has edited his artistic papers in a large volume published by one of the American universalties where he found his home.

Jakobson was born in Russia *in the 1890s and was brought* np in artistic circles in pre-1914 Moscow. In 1920 he moved to Czechoslovakia, where in 1926 he became a founder member of the Prague *Linguistic* School. It seems to have been there that he conceived that passion for seeing language, and otber forms of human behaviour, in terms of binary oppositions which was to become the hallmark of the old structuralist school.

His widow tells regrettably little of his life, early or late, in her brief introduction, not even citing the dates of his hirth and death, which the dust jacket also coyly omits; and the editing in general is less than helpful. But at least the book may be pre*sumed complete as to* the great man's papers on the arts, some in translation, and above all it is indexed. We now have the whole thing, from Shakespeare, Blake, Pushkin, Baudelaire, Turgenev, Yeats and the first Soviet poets, along with Futurism, Dada and some severely theoretical topics such as semiotics and literary translation.

He usefnlly ressserted metonymy, or substituting the sign for the *signifier*, the attribute for the thing ltself, over metaphor as a literary figure: and the principle of parallelism in poetry, which he owed to Gerard Manley Hopkins, fits his abiding enthusiasm for binary patterns. A brief monograph of 1970 on a Shakespeare sonnet, fully included, stirred I.A. Richards at its first appearance to write a review longer than the book ltself, an incident not mentioned here. And *there is an engaging* nobility about a linguist who can make free of any European language, ancient or modern.

The theories are less satisfying. Structuralism was a pre-1914 interpretativa tool largely indebted to the American Peirce and the Swiss Saussure, who both died before the First World War began; and Jakobson, by acknowledging these pioneers, *does* not commit the commonplace mistake of supposing there is anything French about it. The French were latecomers, and *Barthes* and *Derrida* are not mentioned here.

On the other hand, the structuralism of the 1900s and Prague-style formalism of the 1920s now seem very remote from anything linguists or literary critics are about. The attempt to integrate humane studies through interdisciplinsry theories, by now subject to extensive acsdemic experiment, has failed to deliver. And much of the old-fashioned relativism of these essays now looks dated and self-contradictory, since any denial of certain knowledge must be a charge against itself.

Jakobson's anxiety that some terms can mean more than one thing at at time, as in the youth*ful paper on Realism* that heads the new collection, now look naive: why shouldn't a word mean more than one thing? Nor is it any longer convincing to *confuse knowing something* with being able to give an exact and agreed account of it.

I suspect that early refugee years in New York during the Secood World War, when Jakobson is said to have helped Lévi -Strauss into embracing structuralism, may have been spent in an atmosphere too uncritical and unquestioning to have been good for either of them. There is an undoubted artistic sensibility at work in some of these papers, but one is left unconvinced that it has been *crucially assisted by their theo*retical claims, and the theories sometimes distract from literature itself.

The account of Shakespeare's Sonnets is not really a way of reading Shakespeare, merely a way of illustrating a linguistic scheme no longer credible. There are no structuralists now. But then early 20th century modernism, of which Jakobson was a classic product, no longer looks *innovative, just as realism in the* arts no longer looks naive.

George Watson

Cheating knaves

AN EXAMINATION of the Tranby Croft affair, a questioo of cheating, involving the future Edward VII, is thoroughly pursued in The Royal Baccarat *Scandal* by *Havers, Grayson* and Shankland, (£12.95, or £6.95 paperback, 289 pages). It inaugurates the Souvenir Press's Classic Crime Series. First published in *1977*, the book forms the basis of a play by Royce Ryton which opens at the Chichester Festival Theatre in July.

Travel travails

GIRL, A HORSE AND A DOG
by Belinda Braithwaite. Collins. £12.95, 235 pages

BELINDA BRAITHWAITE'S journey began in Sotogrande — the southern tip of Spain. Paris, her destination, was 1,700 miles and four montha away. She took Dragon with her to *ride*, a fat and unfit Andalusian gelding, and Boris, a fat and unfit Dobermann. *All three* had plenty of energy and appetite for adventure. None of them knew then just how much of an adventure it would turn out to be.

It was exciting at first, and the Spanish people were warm and friendly, but soon the road to Paris became long and lonely and seemed to disappear for ever into *the horizon*. She lived near the bottom lina, carrying just the bare essentials. The intense Spanish heat rose by degrees every day, the struggle to find food *and shelter for* her animals became more difficult.

As they progressed northwards towards Paris things began to look up. She stayed in a chateau, slept on a *big humpy* mattress and enjoyed a shower. However, the people she met became haughtier and less welcoming than those in the countryside. It became *difficult* to find anyone who would stable the trio overnight and it all began to cost a great deal more.

She packed her notebook and recorder in her saddlebag and taped an account of every problem and adventure along the way. She lingers over her journey in retrospect so that we too can savour the changing *countryside*, the thriving local life and the surviving traditions. With her we enjoy the triumphant approach on horseback to Paris and the final ride up the the Champs Elyseés.

Lucinda de la Rue

Michael Coveney considers the centenary appeal of the Royal Court

Bucks, fizz and serious money

MAX STAFFORD-CLARK sat back in his office overlooking Sloane Square, put his feet up on his desk, sipped a glass of milk, and waxed lyrical about Shrewsbury. He and his cast of George Farquhar's *The Recruiting Officer*, opening at the Royal Court to London next month, had just returned from a day trip to check out the topography. Not a lot had changed in the 180 years since the country town comedy had been first performed at Drury Lane.

Stafford-Clark has just been re-appointed as Artistic Director of the English Stage Company on a new three-year contract expiring to April 1992. At that date he will have been in charge at the Court for 12 years. Now 47, the former supremo of the Traverse in Edinburgh and co-founder of the Joint Stock touring company is indisputably one of our finest directors, but the row over the announcement, then cancellation, of Jim Allen's *Perdition* damaged his relationship with the theatre's council.

He was not invited to stay on, but applied for his own job when it was advertised and decimated the opposition with what one council member described to me as a quite brilliant interview. "You see," says Stafford-Clark, without a trace of false guile, "there is no other job I want to do. I have no ambition to graduate from here to higher things, and I enjoy the power of being able to instigate new work unhampered by anything more than a shortage of funds."

The Royal Court Theatre itself is, like the Financial Times, 100 years old this year. There, all resemblances end, except for the matter of Serious Money. Caryl Churchill's play of that title, premiered at the Court last year and directed by Stafford-Clark, was a key dramatic document of the 1980s, a guide to the new yuppie post-Big Bang lifestyle in the spirit of the old Jacobean City of London comedies.

Sloane Rangers and their chaps turned up at the theatre demanding champagne in the interval, a commodity hitherto unstocked to cramped bars more accustomed to satisfying the black coffee and wheatgerm requirements of dedicated followers of theatrical fashion. There is a lovely irony here. One of the more extravagantly unreformed bubbly-bibbers of our day is John Osborne, Squire of Edenbridge and scourge of all scum, who made his name at the Royal Court in 1956 with *Look Back in Anger*.

That play marked the modern renaissance in a post-War meritocratic society of a theatre associated in the first place with the zealously inspired reforming plays of Harley Granville-Barker and Bernard Shaw. Subsequently, the home patch of post-Pinerotic social drama was a haven of classical revivals and even revue. It became a cinema during the 1930s and closed with the Blitz in 1940.

> 'The English are good at buccaneering, inventing games and making theatre'

The last three decades of new British playwrighting, much great acting and our most ingenious designs have largely amarged from this intimate horse-shoe by the tube station.

And now the place is falling apart. *Serious Money* mada £75,000 last year in the West End for the English Stage Company – the resident producing organisation founded and run by George Devine until he died in 1965.

But the scale of this success was put in some perspective by the launch on Thursday of the Olivier Appeal, named after the actor who scored one of the greatest triumphs of his career there as Archie Rice in Osborne's *The Entertainer*. The target is £800,000 for the essential overhaul and refurbishment of this delightful theatre. The aim is to shore up and improve the premises, to establish an Endowment Fund to finance new writers and actors, and to channel at least £100,000 toto immediate and future programmes.

The prestige and achievement of the Royal Court is the envy of all European and American theatra communities, and yet it receives an Arts Council grant barely in excess of £500,000 and can only afford to produce four original main stage works each year. Commercial sponsorship is obviously anathema in a house where plays are politically and often aesthetically hostile to Establishment mores.

But as Stafford-Clark says in the centenary brochure: "On an international scale, the English have only ever been really good at three or four things: breeding horses, buccaneering, inventing games and making theatre."

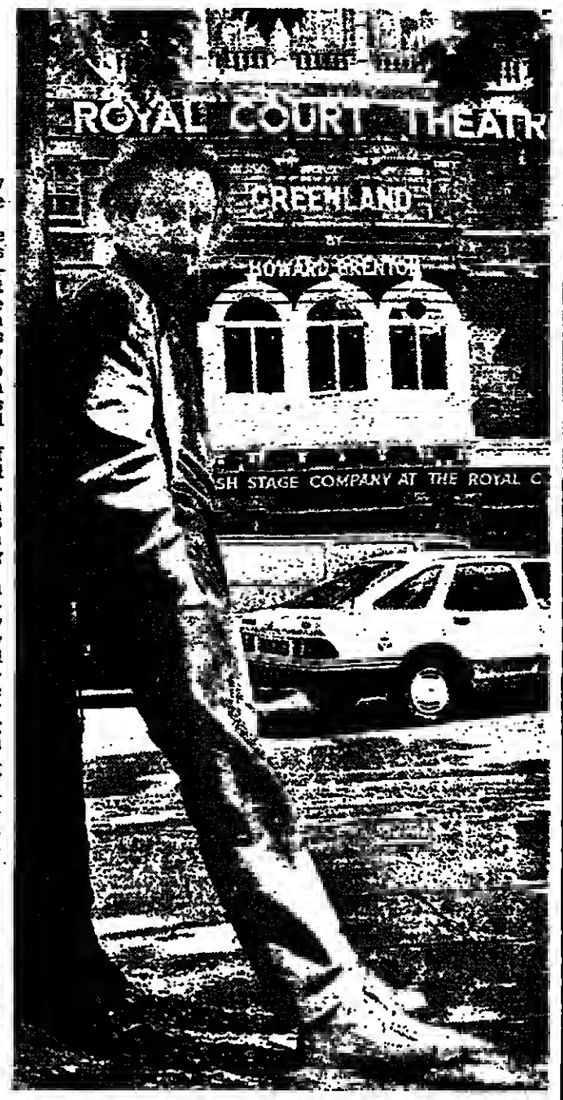
He remarks that when Artistic Directors meet these days they do not talk about plays any more, but about money. He is leading the Court into closer relationships with regional companies such as the Royal Exchange in Manchester and says that the next big hit at the Court will stay there and not transfer to the West End – *Serious Money* would have made twice the amount for the ESC had it not moved on. Such an undesirable option, certain to clog up the flow of new work, is one to which he is resigned.

But the Court, certainly in the post-Devine era, has always thrived in a spirit of entrenchment. Momentarily gloomy about the cataclysmic box office failure of the recent Howard Brenton season, Stafford-Clark raminds me that *Look Back in Anger* only played, in its first season, to houses of 53 per cent, John Arden's *Sergeant Musgrave's Dance* to 21 per cent and Edward Bond's *Saved* to 25 per cent.

These are undoubtedly three of the most potent and influential plays of our time. No-one brandishes the "right to fail" slogan mnch any more, but no progress or innovation was ever made in the arts without first npsetting audiences and critics.

Stafford-Clark has been advised to produce his own successor in 1992 but dismisses my suggestion that he is merely overseeing a transitional period in the Court's fortunes. "All periods are transitional in the sense that we shall be promoting new writers as well as encouraging the ones we know. This is a tough but challenging time, with the Left in disarray and many young writers turning to experimental techniques. It is up to us to show that theatre can continue to play a vital role in society." Especially, one might add, a "greed is good" society, to quote Michael Douglas in the film *Wall Street*.

On which note, he sprang to attention and re-joined recruiting officers Plume and Brazen on the long march to the opening night of July 26. Thereafter, the same company of actors will perform in repertory a new play about *The Recruiting Officer* acted by convicts in Australia (inspired by a Thomas Kenneally novel, *The Playmaker*). Thus will a theatre's centenary salute a country twice.



Max Stafford-Clark, the theatre's Artistic Director

Antony Thorncroft looks at the problems facing the National Gallery

Charm the rich to pay the bills

THIS HAS been good news week from the directors of our leading museums and art galleries. On Monday Mrs Elizabeth Esteve-Coll announced that the Victoria & Albert was to get a new gallery of Chinese art and design, thanks to a £1.25m donation from the Hong Kong businessman, Mr T.T.Tsui.

This was immediately capped by Mr Alan Bowness at the Tate who has persuaded a British businessman, long time resident in New York, to cough up a $6.5m (£3.7m) bequest, to provide around $330,000 a year to buy 20th century American paintings – or rather a few square inches of the more important ones.

And on Wednesday the National Gallery stunned everyone by announcing a string of substantial gifts, most notably the $5m from the former American ambassador to the UK, Mr Walter Annenberg, which will enable it to refurbish its Impressionist galleries, plus £75,000 from the Baring Foundation, £25,000 from American Express (to smarten up the Flemish rooms), and more discreet donations from Maurice Wohl, to transform the dingy main vestibule, and from David Alliance, to provide head sets for children on educational visits.

It all sounds marvellous and just the kind of thing the Government expects from the leading museums, which have now been given independence to run their own affairs bnt not sufficient cash for them to succeed without an exhausting, debilitating, and potentially fruitless, battle.

The plight of the National Gallery will serve witness to all the major museums. On April I it assumed direct responsibility for its buildings, which a professional survey revealed needed £20m to bring them up to scratch: the Government has promised less than £9.5m over the next three years. The donations will help, but by the end of 1991 tha National Gallery is certain to be in a bad way, structurally.

The same goes for its running costs. The Gallery knows the amount of its Government grant for the next three years, which is based on an over optimistic view of inflation; but it also knows that the Government will agree wage increases for civil servants – the National Gallery warders – which will be way ahead of the grant. The payroll already accounts for over 80 per cent of its running costs: by 1991 it will be over 90 per cent, leaving virtually nothing for other day to day expenses: an international 'phone call will become an investment decision. Already the National Gallery is forced to operate with 20 less warders than the agreed total. This way madness lies.

The other area where the Gallery is being squeezed is in its purchase grant for pictures, which was actually reduced in 1983 from £3.3m a year to £2.75m, where it will stay until 1991. This does not buy half a good Old Master. Of course the National Gallery has the £50m given to it by J. Paul Getty Jnr to buy pictures but even when the interest from this is added the annual budget of under £8m is still less than the price of one outstanding masterpiece at auction.

Faced with all these problems, (and the emergence of the adjacent Sainsbury wing which is due to open in 1991 with no guarantee of a decent Government contribntion to its running cost) the director Mr Neil MacGregor seems amazingly relaxed. Along with chairman Jacob Rothschild he will be charming the rich into rallying round the Gallery, both with cash and with pictures, in the hope that when the crunch comes the Governmeot will not renege on its basic pledge to provide "core" funding.

Mr MacGregor believes that conservation and education are the main functions of the Gallery but that it needs new acquisitions and temporary exhibitions to stimulate both the existing collection, the staff, and the public. Various tax incentives could still bring new works to tha Gallery, like the recently acquired Van Dyck of the Stuart brothers, from Broadlands. There are possibilities in temporary loans – another major Van Dyck is coming from Wilton while that house is being refurbished, and the recent swop with the Prado, which brought a luscious Goya portrait, will become a feature.

More exhibitions are planned like the current group of French pictures from the Soviet Union, paid for by BP. They will concentrate on areas not well represented at the Gallery, such as an 18th century Spanish exhibition scheduled for next year, a sponsor willing. There will also be exhibitions which show off the work of the Gallery, as in a Rembrandt display in the autumn, sponsored by Esso, which examines paintings from the permanent collection in the format "art in the making." It will enable the Gallery to come clean on its Rembrandt "copies."

There is some satisfaction for Neil MacGregor in pointing out that the £500,000 profit from the book stall last year paid for a minor painting, perhaps the Menendez still life, but it is a thankless task to constantly carry round the begging bowl. While the National Gallery is forbidden by law from selling off any surplus pictures, even once unthinkable money raising alternatives like admission charges, although totally against the ethos of the Gallery, are no longer dismissed out of hand. But it is hard to imagine them arriving except over mass resignations, and as the last resort. Until that unhappy day it will be yet more discreet lobbying, and constant nudging of the Government to the effect that the National Gallery has kept its side of the autonomy bargain

Radio

Talking arts

THIRD EAR, Radio 3's cherished evening arts discussion programme, ends its current season on Friday of next week, having proudly clocked up a bit over 100 editions. Of conrse any programme can clock up 100 editions if the Controller keeps It on; *Kaleidoscope* on Radio 4, which is a similar programme, must have passed its century some time ago.

It is hardly fair of John Drummond, the Controller of Radio 3, to claim that his programme gives "a unique opportunity to hear the most important figures in the arts talking about their work," for some of them do so elsewhera quite often. On Wednesday last, on Radio 4's *Talking Theatre* we had none other than Ian McKellan and Simon Callow chatting with Robert Cushman. But *Third Ear* is certainly a good programme, even if its 7pm slot tends to mute the talk over the pre-dinner gin.

For example. Last week we had Iain Banks with the programme's regular writers' man Allan Massie (who seems to me to carry an almost audible note-pad). I and many others were keen on Mr Banks's first book, *The Wasp Factory*. I admired *The Bridge*. I thought *Consider Phlebas* one of the worst SF novels I ever read. But the talk was about *The Wasp Factory*, and whatever influences made *Consider Phlebas* so different were not touched on.

Then last Thursday, Humphrey Burton and Bayan Northcott talked with Michael Hall about television's handling of music, from *The Ring* to the string quartet, about the relationship of the sound to the image, the problem of music commissioned for the home screen. Britten's *Owen Wingrave* was naturally invoked; but what has happened to this? How many repeats have there been? How many productions on the opera stage? There is not even a video. This is truly an interesting matter, and one unlikely to occur in *Kaleidoscope* – unless of coirse there *is* a repeat, or a video is released.

Last week I wrote about the plays at what you might call the top of the bill on Radios 3 and 4. This week Radio 4 gave us four daytime plays, not counting *Citizens*, in which I lost interest some time ago now, the *Raffles* stories, which I find silly, and Friday's serial, Trollope'a *The Way We Live Now*, which has got to Part 3 without my having heard any of it, for which I am sorry.

Wednesday's afternoon play, *The Hound of the Higginbothams*, was, if I have got it right, about a man driven off his head by overwork and the night-time howling of a strange and possible unreal dog. The title is a fair indication of author Diana Griffiths's wit.

Martyn Reid's *Spitfire*, on Thursday, was a pretty piece abont country schoolchildren during the war. "Spitfire" was a nickname for Rosemary (Clare Travers-Deacon), for no perceptible reason; she was in fact a sensitive school-leaving girl who, after seeing what was evidently some awful touring Shakespeare told her teacher she wanted to be an actress. She also saw a real Spitfire crash; she and her friend Billy (Richard Pearce), also a school-leaver, were mainly concerned lest it damage the nest where they were watching a cuckoo hatch.

A pleasant little wartime landscape, directed by Cherry Cookson, this was a runner-up in the 1986 Radio Times Drama Competition. It is what I feel afternoon plays should be, the equivalent of the old-fashioned magazine-story.

B.A. Young

Records

As the Master heard it

BEETHOVEN: The Five Piano Concertos. Lubin, The Academy of Ancient Music/Hogwood. L'Oiseau Lyre 421 408-2 (3 CDs).

AS A student, I once stumbled npon a nnique opportunity of testing musical history at first hand. I was in Vienna visiting one of Beethoven's houses, now preserved as a museum, and my interest in the composer's piano had inadvertently attracted the notice of the music room's warder. She asked if I played any Beethoven, to which I replied that I did; and without any further prompting she said excitedly that the museum's curator had made an unaccustomed visit out and there was a chance to hear the instrument play, if we were quick. The door was locked, the protective cover to the keyboard removed, and she beckoned to me to play, with the only proviso that the music must be "by the Master."

I essayed one of the sonatas (it was the C Major, Op 2 No 3) and almost immediately started back in surprise. This was some years before the authentic movement had begun to take hold and I was quite unprepared for the practical sensations of playing the instrument: the delicate touch of the keys and the clarity of heavy chords, while the variety of effects that one could get using the pedals below was a novelty I barely had time to explore.

Several decades of research into authentic instruments have passed since then and the fragile sound of fortepianos from the late 18th and early 19th centuries is becoming increasingly familiar in our concert halls.

Even now, though, there are important "firsts" in this area still to be scored and music-lovers of all persuasions will surely be eager to catch the first ever recording of the complete set of Beethoven's Piano Concertos on authentic instruments – a sure-fire winner for the record company involved, even if they only just got the ball in the net ahead of a rival team.

On the orchestral side, at least, the performers are a known quantity. Christopher Hogwood and the Academy of Ancient Music are currently mid-way through an "anthentic" cycle of the Beethoven Symphonies and the general atmosphere of those records is reconstituted here. Hogwood does not have revolutionary thoughts about interpreting Beethoven in the way that, say, Roger Norrington does. Older listeners may raise a disapproving eyebrow at the peremptory way be despatches the slow movement of the Fourth Concerto, but by and large the music's essentials (the tempi and rubato) are not markedly different from usual.

What does catch the breath is the newly sharp and bracing sound in this music of the period instruments. The American pianist Steven Lubin is a specialist in early pianos and he has elected to perform these concertos on modern reproductions of four different fortepianos. (From what I can recall, my Viennese fortepiano most closely resembled the instrument used for the Third Concerto, a copy of an 1818 Viennese original by Johann Fritz.) These instruments are all a long way from the standard grand piano and, whatever the soloist may want to do, they impose a style of their own upon the music.

The opening of the Fourth Concerto will certainly never sound the same again. Most pianists see this short solo, an innovation on Beethoven's part, as the chance to establish an inward-looking, ruminative tone to the concerto from the beginning (though I do remember Rubinstein tossing it off with wicked insouciance once in front of a packed Albert Hall audience). For Lubin, grace and lightness are really the only possibilities, because the instrument is simply unable to sustain the sort of broad, singing tone we know from the modern grand, and the Concerto sets off with a brighter gait right from the opening bars.

In general, it is the later works that respond most strikingly to this form of aural restoration. The First and Second Concertos are neatly played, and the Third has a fine dramatic urgency (not unique this, as conductors like Szell used to drive it along with just as much venom); but by the time we reach the Fourth and Fifth Concertos the scales tip quite decisively in terms of balance against the soloist. At the climax of the Emperor's first movement the pianist no longer seems a grandly romantic hero challenging the full orchestra, as Arrau used to; the sound is just too puny, and there is no fight in it at all.

Instead, the Emperor, like its predecessor, takes on a more cultivated, elegant air. The minor key episode that casts a shadow across the exposition, and which is a telling test-point as to the sensitivity of any conventional pianist, is especially affecting here, played with a genuine *una cordo* effect that is remarkably haunting; and the predatory tread of the early 19th century timpani just before the Concerto's final bars is spine-tinglingly tense.

The other half is the generally fine standard of the music-making. Hogwood and the Academy of Ancient Music offer alert and rhythmical accompaniments;and Lubin, while occasionally underplaying the emotional power of the music (the slow movement of the Fifth Concerto is hardly "espressivo"), breaks new ground in a thoroughly convincing manner. Some listeners may feel that the solo work sounds effortful; but then I recall that playing the composer's own piano seemed like hard work at the time, and so perhaps that is all part of the joy of performances in the "authentic" style.

Richard Fairman

Chess No. 728:
1 N-K6, P-K5; 2 N-B4, or if NxN; 2 R-Q7, or if N-Q2 or N3; 2 P-K4, or if BxR; 2 NxP, or if N-N4; 2 N-B6.

Financial Times Saturday June 25 1988

WEEKEND FT

• SPORT •

Wimbledon/John Barrett

Ripening seeds promise a rich harvest

'The length of the queues during the week suggest the tournament has lost none of its appeal'

THE WEATHER gods have smiled on the first week of the 102nd Wimbledon championship and, by and large, the seeds have responded in the way seeds should by ripening in the sunshine and offering the promise of a second week rich in excitement and fine tennis.

If Wimbledon unrolled the welcome mat, possibly for the last time, for those grand American troupers *Chris Evert and Jimmy* Connors, it also greeted a particularly promising new crop of youngsters, some of whom had made their marks at the French Open earlier this month.

As Connors said after his second-round victory over the 18-year-old Australian, Jason Stoltenberg: "There's a lot of good young players out there." It is good to know that as long as Jimmy can keep on beating youngsters as *tall and powerful* as the world junior champion, he plans to continue entertaining the customers on centre courts all over the world.

It was sad to see another former champion falling at the second hurdle. However, the straight sets defeat of No. 8 seed John McEnroe by Wally Masur, the likeable Australian Davis Cup man ranked 64th on the ATP computer, was really no surprise when you consider that McEnroe had been away from Grand Prix tennis for seven months following his defeat at last year's US Open.

The truly surprising thing is *that McEnroe should have* won his come-back tournament in Tokyo last April. Stefan Edberg, his victim in that final, could hardly believe it.

Nor should we place too much importance on McEnroe's excellent form in Paris three weeks ago when he was beaten by Ivan Lendl in four sets. He had nothing to lose that day. On Thursday against Masur, on his best surface, there was everything to lose and, when the key points came along, McEnroe could not react instinctively to produce winners.

That is what happens after an extended break. You grope for the ball and start to think consciously about what went wrong. The three double-faults that cost him his serve at the end of the first set were cruel reminders of this basic truth. "I expected some ups and downs," said McEnroe afterwards. "*Maybe I* needed a little more time. Hopefully next year I'll be more prepared."

But then, Masur is used to filling the role of giant-killer, for it was he who weathered the tantrums thrown by Boris Becker in Melbourne 18 months ago when the young German was penalised and fined. That experience had steeled Masur to difficult situations. In mourning the passing of McEnroe, who behaved most rea*sonably until a petulant outburst* near the end, let us recognise that Masur played a fine tennis match.

In turn, Becker, chasing his third Wimbledon title before celebrating his 21st birthday, served his way impressively through the early rounds, which are so often minefields for the famous. But some of the other highly-seeded men wobbled a little. Ivan Lendl, the top seed, conceded a set to *Darren Cahill, a 22-year-old Aus*tralian who has worked his way into the world's top 50 and become a Davis Cup player after six years of steady progress through the lower orders.

His compatriot, Pat Cash, the reigning champion, had an even less comfortable passage into the third round on Wednesday, dropping two sets to an inspired Javier Frana before the 21-year-old Argentinian left-hander ran out of steam; while Edberg was forced into four-set contests with both Guy Forget and Richey Reneberg.

Among the lower seeds there were some inevitable casualties, *particularly those whose special*ity is a surface other than grass. Emilio Sanchez, the clay-courter from Barcelona, Andrei Chesnokov of the Soviet Union and, surprisingly, Anders Jarryd, the Swede who had reached the semi-finals in 1985 (the year of Becker's first triumph) all were beaten before the third round.

Henri Leconte, finalist at the French Open, also had a second-round fright before winning in four sets. The man – or perhaps it would be more accurate to say the boy – who worried the elegant French left-hander was 16-year-old Michael Chang, a speedy little American of Chinese parentage.

Defending champion Cash . . . uncomfortable passage into the third round

Chang was born in the Frank Sinatra town of Hoboken, New Jersey, but brought up in the kindlier tennis atmosphere of California, and is one of the exciting and talented young people making their way through the rankings and threatening to topple the old order – if athletes in their 20s can be described thus.

The USTA has just provided Chang with the services of Brian Gottfried, an experienced former top-10 player, as part of the new US development programme headed by Stan Smith. Along with youngsters like Andre Agassi, a semi-finalist in Paris, and the 16-year-old Californian Pete Sampras, the Americans at last have the nucleus of a bold new generation.

Tennis players, like swimmers, gymnasts – and, of course, policemen – get younger all the time, and that grand old campaigner Becker needs to remind us gently from time to time that he is still only 20. Eight of the field in the men's singles were teenagers, but the surge of young women is even more impressive.

In the French Open Steffi Graf, 18, was the oldest of the semi-finalists. This week she picked up where she left off in Paris, sweeping imperiously through her first two matches at a cost of two games.

Only Gabriela Sabatini, Steffi's doubles partner and the girl who *has inflicted the only two defeats* suffered by the talented German this year, seems to stand between Graf and her sixth consecutive final in a Grand Slam tournament. She has won the French twice, the Australian Open once and been defeated by Martina Navratilova at Wimbledon and the US Open.

On this week's evidence, it seems inevitable that Navratilova will destroy all opposition in the *lower half of the draw*. Martina has never lost a singles final at Wimbledon and her determined pursuit of history, in the form of a ninth title, is fascinating to watch.

It is sad that Helen Wills Moody, who won the singles eight times in the 1930s, will not be in London to see Martina attack their joint record. The great lady declined an invitation from the All England Club chairman, Buzzer Hadingham, to attend this year's meeting.

The length of the queues during the week would suggest that Wimbledon has lost none of its appeal. As expected, the decision to close the gates with 28,000 inside the ground has been an unqualified success, and there has been a welcome absence of congestion round the outside courts, a factor which was threatening to make a visit to the championships a substitute for rugby training.

Latecomers are told that the gates will be reopened after 5 pm, by which time some people are starting to leave. It has made the whole atmosphere much more civilised.

Less civilised has been the shameless exploitation of unsuspecting visitors by the ticket touts. Frankly, I find quite inexplicable the extraordinary attitude of Teresa Gorman, the MP for Billericay, who seems to find nothing objectionable in the process. The nefarious business of exploiting genuine lovers of the game, many of whom are foreigners, makes me ashamed to be British.

Soccer

Dutch should win in style

Philip Coggan on today's European Championship final

THE EUROPEAN Championship is ending – as so many soccer tournaments tend to do – with a battle between style and solidity. When the Netherlands play the Soviet Union this afternoon, it will not simply be a matter of Ruud versus the Reds. The Dutch are much more than a one-man team, however eye-catching the skills of the dreadlocked Gullit.

It will be astonishing, though, if the pattern of the game is vastly different from the match these two teams played earlier in the tournament. The Dutch will press continuously while the Russians will sit back and hope to catch out the Netherlands' defence with their pace on the break.

Two weeks ago, the Russians had the best of the tactical argument and a strike from Rats gave them a 1-0 victory. But I think the result will be reversed today and that Holland will gain the international championship which eluded them throughout the 1970s.

After all that has happened off the field in the past fortnight, soccer needs a Dutch victory. If flair and a commitment to attack are rewarded at this level – well, who knows? Even English managers might get the message.

The Russians certainly have displayed blistering pace and clinical finishing, but what a dull game it would be if everyone played like them. Teams that sit back and wait for the break are entertaining only when they play someone like England, who recently have been giving their opponents more breaks than most.

Against the Irish, the Russians looked distinctly short of ideas for all but a 10-minute period in which they scored the equalising goal. Life will be less easy for them at the back today.

Kuznetsov was booked for the second time in Wednesday's match against Italy, which means he is barred from playing in the final. And with Bessonov also likely to be out through injury, the Russian defence may not be able to keep out the inventive Dutch.

In their first match, the Russians dealt so effectively with the Dutch attackers that, by the end of the game, Holland were reduced to lofting high balls into the penalty area. This time, the Dutch will have Marco van Basten, who scored a hat-trick against England and showed against West Germany his ability to gain that vital fraction of a second over a defender.

The goal he scored to take Holland into the final was thanks to a ball played *along the ground* and into space in the penalty area – the best tactic, I believe, for the Dutch to adopt.

Gullit may well be the one to provide the telling pass. So far he has had a fairly quiet tournament, preferring to do a lot of his work off the ball and creating *spaces for his team-mates*.

It is often the case that those players who have been given star billing before a competition are marked very closely. However, as the tournament develops, the managers spot new players to watch – like Wouters and Koeman – which creates space for the original star names to flourish.

Perhaps the most noticeable difference between England and the successful sides in this competition is the flexibility of the players. Most of the Dutch, for example, appear equally adept at playing in attack or defence. When an English defender moves ponderously upfield, *or a forward* moves back to tackle in his own penalty area, you start automatically to wince in anticipation of some dreadful mistake.

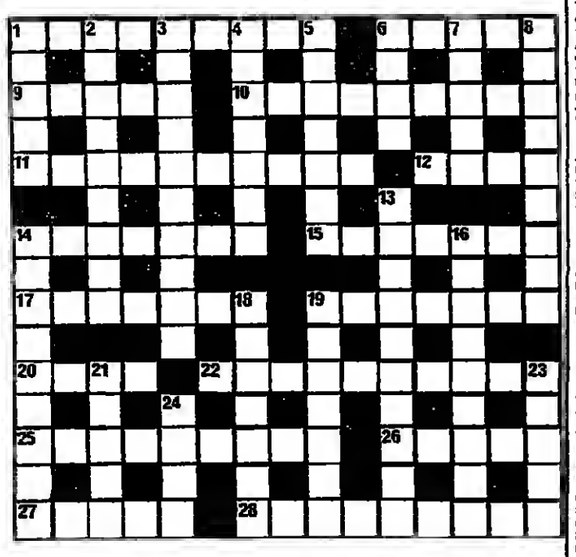
Not so with Holland whose central defenders, Rijkaard and Koeman, probably could earn a pretty good living as forwards in the English first division. Confidence on the ball, rather than the age-old obsession with giving "110 per cent," should be every English club manager's target.

That confidence is abundant in the Dutch side and, despite the threat of the Russian forwards Protasov and Belanov, I am plumping for a 2-1 victory for Holland today.

FT CROSSWORD No.6,665

SET BY DINMUTZ

Prizes of £10 each for the first five correct solutions opened. Solutions to be received by Wednesday July 6, marked Crossword 6,665 on the envelope, to the Financial Times, 10 Cannon Street, London EC4P 4BY. Solution on Saturday July 9.



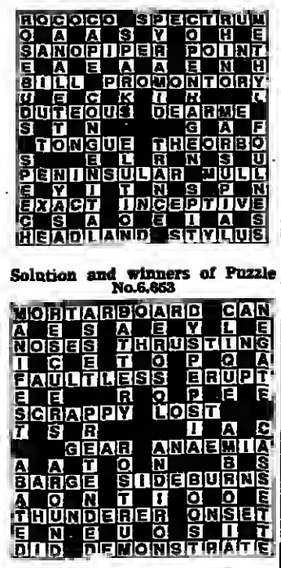
ACROSS

1 *Edelweiss, perhaps, from the* peppermint-stick factory (4-5)
6 Finger often crossed? (5)
9 Gift left in bazaar (5)
10 Balance rain outbreak for Dewey, for example (9)
11 Curious – harriers bringing smugglers! (3-7)
12 Halt, break bar and rest (4)
14 Indian water carrier upset by these (7)
15 Port of New Orleans (7)
17 Release painter abandoned (4,3)
19 Motorway clear for a change – that is a wonder (7)
20 Pole nuts on the pig-farm (4)
22 Shaw's captain has his money tied up (10)
25 But is it lit for a quick grilling? (5,4)
26 Observes bag has three (5)
27 Master has king in play – neat opening! (5)
28 Chap at home has hard lines in seclusion (9)

DOWN

1 Advert that can go either way (5)
2 Not winning at all, cricketers open without aggression (9)
3 Croupiness, disorder that is striking (10)
4 Play ten? That is wrong in abundance (7)
5 Coats for heralds, soldiers and poets (7)
6 One taking lead is a terrible fellow (4)
7 Tendency of doctor to stand on one foot (5)
8 Phone-box vandalised, 'e has trouble talking to people abroad (9)
13 Rose has tea-cake in peninsula state (10)
14 Having two chambers, as Erica Lamb ordered (9)
16 Swelled the numbers for services? (9)
18 Supply vase to fit in angle (7)
19 Gains control of top golfing competition (7)
21 Brown colour of some of those piazzas (5)
23 Darkish of the French? Heavens! (5)
24 Circle row well up in the gods (4)

Solution to Puzzle No.6,664



Solution and winners of Puzzle No.6,653

Mrs E. M. Young, Newport, Gwent; Mr N. G. Rawlinson, North Hykeham, Lincoln; J. K. Nicolls, Exeter, Devon; Miss M. S. Fletcher, Eyre Crescent, Edinburgh; Mrs P. Woolman, Orton Road, Leicester.

TELEVISION AND RADIO

Jonathan Pryce in The Ploughman's Lunch, Channel 4, 9 pm

SATURDAY

Indicates programme in black and white

BBC1

6.45 am Open University. 8.25 Rockarb. 8.30 The Family-Ness. 8.35 The Muppet Babies. 9.00 On the Waterfront 10.30 Augusta. 11.00 Film: "Wings in the Wilderness" (1975). *Award-winning wildlife film.* 12.27 pm Weather. 12.30 Grandstand, featuring 12.30 Football; 1.00 News; 1.05 Motor Racing. 1.30 Rallying; 1.38 Motor Racing; 2.20 Football (live coverage of the European Championship Cup Final from Munich; 4.25 Motor Racing; 4.35 Final Score. 4.45 News; Weather. 5.20 First Class.

5.45 Film: "Shipwreck" (1978). 7.25 The Lee Dennis Laughter Show. 8.00 Columbo. 9.30 News and Sport Weather. 9.40 Wimbledon 88 Match of the Day. 10.40 American Basketball. 11.30 Film. "The Bridge at Remagen" (1969) with George Segal, Ben Gazzara and Robert Vaughn. 1.30-1.35 am Weather.

BBC2

6.30 am Open University. 1.25 pm Wimbledon 88. 5.00 Newsview; Weather. 5.40 Film: "The Naked Spur" (1953), with James Stewart. 10.10-12.15 am Film: "Heimat": A repeat of Edgar Reitz's award-winning film tracing the lives of three families in a German village from 1919 to 1982. Part 1.

LONDON

9.25 am Get Fresh. 11.30 Punky Brewster. 12.00 Wrestling. 1.00 pm News. 1.05 LWT News and Weather, followed by Comedy Classic: "On the Buses" (rpt). 1.33 Saint and Greavsie. 2.00 Tyson and McGugan Fights Preview, followed by The European Championship Final. 5.00 News. 5.05 LWT News and Weather. 5.10 Walt Disney: More Kittens. 5.15 And There's More.

5.45 3 Alive. 6.15 Terby's Frame Game. 6.45 Cannon & Ball. 7.30 The Two of Us. 8.00 Murder She Wrote. 8.50 News. 9.15 Weather. 9.20 The One Game. 10.20 International Boxing. 11.20 Film: "Stand Up Virgin Soldiers" (1976) with Robin Askwith. Followed by ITN News Headlines. 1.00-4.00 am Night Network, followed by ITN News headlines. 4.00 American College Football.

CHANNEL 4

8.30 am Same Difference. 10.00 4 What It's Worth. 11.30 Film. "Bell-Bottom George" (1944) with George Formby. 12.20 pm Man and His World. 12.50 Empress Wu. 1.50 Film: "Conflict" (1945) with Humphrey Bogart. 3.00 Versailles. 5.30 Channel 4 Racing from Newmarket and Newcastle. 6.05 Brookside Omnibus. 6.30 Right To Reply.

6.30 God in Gorbachev's Country. 7.00 News Summary, followed by Odyssey. 8.00 Korea - The Unknown War. 9.00 Film: "The Ploughman's Lunch" (1983) with Jonathan Pryce 11.00 Just for Laughs 11.30 pm After Dark.

S4C WALES

9.30 am Dispatches. 10.15 What the Papers Say. 10.30 *Take: That Little Springtime.* 11.00 4 What It's Worth. 11.30 Time to Remember. 12.00 Teesra Kinara. 12.30 pm The Making of Britain. 1.00 Film: "Miracle in the Rain" (1956) with Jane Wyman and Van Johnson. 3.00 Racing.

5.00 Bandung File. 5.30 Right To Reply. 6.30 Street Hockey. 7.00 The Planets. 7.35 Newyddion. 7.50 Rus y Ceslyn. 8.25 Minalon. 9.05 Rasio. 9.35 Film: "Giro City" (1982) with Glenda Jackson and Jon Finch. 11.30 After Dark.

IBA Regions as London except at the following times:

ANGLIA

1.00 pm Anglia News and Weather. 3.05 Anglia News, Sport and Weather.

CENTRAL

10.25 pm International Boxing: The Super-featherweight World Title Eliminator - Barry McGuigan v Tomas De Cruz (Brazil). 11.20 Prisoner: Cell Block H. 12.15 am Film: "High Plains Drifter" (1972) with Clint Eastwood. 12.10 The Man from UNCLE. 2.00 Film: "Gallipoli" (1981) with Mel Gibson.

CHANNEL

11.20 am Terrahawks. 5.00 pm Channel News. 10.20 World Championship Boxing. 11.20 TBA followed by ITN News headlines.

GRAMPIAN

11.20 pm Film: "Not Quite Jerusalem" (1984) with Joanna Pacula and Sam Robards. 1.25 am Reflections.

GRANADA

11.20 The Incredible Hulk. 11.20 pm Film: "Rearview Mirror" (1984) with Lee Remick. 1.10 am This is Elvis. 2.00 Hammer House of Horror. 4.00 Formula One.

HTV

11.20 am America's Top 10. 11.20 pm Film: "Not Quite Jerusalem" (1984) with Joanna *Pacula and Sam Robards. 1.25 am Sledge Hammer.* 1.25 Meridian. 2.25 Weather.

SCOTTISH

11.20 am America's Top 10. 11.20 pm Film: "Rearview Mirror" (1984) with Lee Remick. 1.10 am Film: "Sicilian Cross" (1975) with Roger Moore. 2.00 Classic Creatures: Return of the Jedi (Rpt). 4.00 Formula One.

TSW

11.27 am Gus Honeybun's Magic Birthdays. 11.30 The South West Week. 2.05 pm Newsport. 2.30 Legwork. 11.00 Film: "Not Quite Jerusalem" (1984). 1.23 am Postscript. 1.30 South West Weather and Shipping Forecast.

TVS

11.20 am Terrahawks. 12.00 Wrestling. 1.00 pm News Headlines, followed by TVS News and Weather 1.05 Comedy Classic: *Please Sir!* 5.05 Walt Disney Presents.

TYNE TEES

11.20 pm Film: "Not Quite Jerusalem" (1984). 1.25 am Poet's Corner. 1.35 Jobfinder.

SUNDAY

Indicates programme in black and white

BBC1

6.45 am Open University. 8.30 Play School. 9.10 Articles of Faith. 9.25 Sunday Worship. 10.25 Business Matters. 'Take-Over'. 10.50 A Life of Our Own. 11.15 When in Spain. 11.40 Working the System. 11.50 *British Sign Language.* 12.05 pm Sign Extra.

12.30 Farming. 1.00 News. 1.05 Bonanza. 1.50 Tom and Jerry. 2.00 EastEnders. 3.00 Film: "Seven Little Foys" starring Bob Hope. 4.50 Holiday Air 88. 5.20 The Living Planet. 6.15 Lifeline. 6.25 News; Weather. 6.40 Home on Sunday.

7.15 Question of Entertainment. 7.45 Allo Allo! 8.10 One by One. 8.00 News; Weather. 9.15 That's Life! 10.00 Heart of the Matter. 10.35 Having a Baby. 11.00 Calypso Cricket.

BBC2

7.15 am Open University. 1.55 pm Sunday Grandstand including: 2.00 Motorcycling; 2.30 Cricket. Hampshire v essex; 3.20 Racing. The Irish Derby; 3.35 Cricket. 4.00 Motorcycling; 4.30 Cricket; 5.00 Motorcycling.

6.45 The Lost Composer: Profile of 85 year old composer Berthold Goldschmidt. 7.15 Paddy the Hedgehog. 8.15 Russell Harty 1934-1988. A tribute to the broadcaster and journalist. 9.20 *Almeida Festival (simultaneous broadcast* with Radio 3). 10.20 Moviedrome. 12.22-12.05 am Film: 'Barbarella' starring Jane Fonda.

LONDON

9.25 am Wake Up London. 9.35 Sunday with Get Fresh. 9.35 Adventures of Teddy Ruxpin.

10.00 Get Fresh Sunday. 10.30 The Campbells. 11.00 Morning Worship. 12.00 Jobwatch. 12.30 pm International Survival of the Fittest. 1.00 News and weather. 1.05 Police 5. 1.15 LWT Action. 1.20 Link. 1.35 Sports. 2.00 Revelations. 2.30 'Beau Brummell' (1954) starring Stewart Granger).

4.30 Hart to Hart. 5.30 The Good Life Guide. 6.00 All Clued Up. 6.25 News. 6.35 LWT News and Weather. 6.40 Marching as to War. 7.15 Family Fortunes. 7.45 Me & My Girl. 8.15 Rum Rendell Mysteries. 9.15 Hoopermen. 9.45 News. 9.55 LWT Weather.

10.00 Room at the Bottom. 10.30 Making It. 11.15 Les Girls. 11.45 The Making of Modern London. 12.15 am Hawaii 5-0, followed by ITN News Headlines. 1.00-3.00 Night Network, followed by ITN News Headlines. 3.00 Outdoor Life. 3.30 Ben Casey. 4.30 The Magic Wok. 5.00 News.

CHANNEL 4

9.25 am Teesra Kinara - (with English subtitles). 9.50 Settlers' Tales. 10.00 World This Week. 11.00 Network 7. 1.00 pm Wired. 12.00 Lost in Space. 12.00 Film, "Grand Hotel" (1932) starring Greta Garbo. 3.05 News and Weather. 3.10 The Flowering of the Peaks.

5.15 Rowing: The Leyland DAF Power Sprint. 7.15 The Storyteller. 7.45 Dance on 4: Figure. 8.15 People to People: Step Forward. 9.15 A Very British Coup. 10.15 M*A*S*H (1970). 11.25 am Cinema from Three Continents: 'The Jackal of Nahueltoro' (1969) (With English subtitles).

S4C WALES

10.00 am World This Week. 11.00 Network 7. 1.00 pm Fideo 9. 1.45 The Marketing Mix. 2.15 Two Men in a Marsh. 3.15 Criced. 4.15 Reid About the USSR. 5.15 Criced. 7.15 Darl Deg. 7.30 Newyddion. 7.50 Cais am Gan. 8.00 Mwynhau'r Pethe. 8.30 Dechrau Canu, Dechrau Canmol. 9.00 Hel Straeon. 9.30 Rygbi Rhyngwladol.

IBA Regions as London except at the following times:

ANGLIA

1.15 pm The Vet. 1.20 Anglia News. 1.25 Weather Trends. 1.30 Farming Diary. 2.30 Film: "Will Penny" starring Charlton Heston 5.30 Survival.

BORDER

12.30 pm Borderland. 1.00 Farming Outlook. 4.30 Mr & Mrs. 5.00 Highway to Heaven. 11.45 CAR & D. 12.15 Weather.

CENTRAL

9.25 Cartoon Time. 10.00 Get Fresh Sunday. 12.30 pm Chances. 1.00 Central News. 1.15 Link. 1.30 Here and Now. 2.30 'Darling Lili' starring Julie Andrews. 5.35 Central News.

CHANNEL

9.26 am Starting Point. 12.30 Jump for It. 1.00 Link. 1.15 Les Francais Chez-Vous. 1.30 Farm Focus. 5.00 Highway to Heaven. 11.15 Dutney. 12.15 am Throb. 12.45 Fun in the Sun. 1.00 Night Network. 2.00 Jam Trans Global Unity Express. 2.30 The Story of Rock 'n' Roll.

GRAMPIAN

9.25 Cartoon. 11.00 The Fantastic Four. 11.30 America's Top 10. 1.00 pm Farming Outlook. 1.25 Grampian Headlines. 1.30 Cartoon 1.40 Link. 4.00 Survival. 11.45 The *Palisades and Pitmark* Show. 12.15 am Reflections.

HTV

9.25 am Cartoon Time. 12.00 pm Getting in on the Act. 12.45 Slipstream. 1.00 HTV News. 1.05 Farming Wales. 1.35 Cartoon Time. 2.30 The Sunday Matinee: "Hans Christian Andersen" starring Danny Kaye. 4.30 Small Wonder. 5.00 Highway in Heaven. 6.25 HTV News. 11.45 Getting in on the Act. 12.00 America's Top 10.

HTV Wales as HTV.

SCOTTISH

10.00 am Get Fresh Sunday. 11.00 The Jacksons. 11.30 Farming Outlook. 1.00 pm Glen Michael Cavalcade. 1.40 Link. 5.30 Personal View. 12.00 Film: "The Inn of the Sixth Happiness" starring Ingrid Bergman. 5.30 Easy Street. 11.45 Cram Yara. 12.15 am At the Maintenance Shop. 12.45 Donahue. 1.45 Hollywood Movie: 'The Pride of the Yankees" starring Gary Cooper.

TSW

9.25 am Look and See. 10.30 Gardens for All. 12.30 pm Rescued for a Reason. 1.00 Farming News. 1.30 Action South West. 1.40 Link. 2.30 The Sunday Matinee: "The Vengeance of She". 4.30 The Campbells. 4.57 Gus Honeybun's Magic Birthdays. 5.00 Highway to Heaven. 6.25 Today News and Weather. 11.45 Kojak. 12.40 am Sunday Review.

TVS

12.00 pm Coast to Coast People 1.00 TVS News. 1.00 Link. 1.20 Action! 1.30 Farm Focus. 1.57 TVS Weather 4.30 Film: 'A Hole Lot of Trouble" starring Arthur Lowe. 5.00 Highway to Heaven.

TYNE TEES

9.25 am Hello Sunday. 12.00 Jobwatch. 12.30 pm Room for Change. 1.00 Farming Outlook. 1.30 Regional News. 1.35 Link. 1.40 Cartoon Time. 2.00 "Darling Lili". 5.00 All Clued Up. 5.30 Highway to Heaven. 9.25 Regional News 11.45 Dionne Warwick in London. 12.40 am Epilogue.

ULSTER

9.25 am Sunday with Get Fresh. 12.30 pm Rescued for a Reason. 12.55 *Ulster Newstime.* 1.00 Mountain Habitat. 1.15 Link. 1.30 A Good Day's Fishing. 1.00 Farming Weather. 2.30 Film: "The Longest Day" starring John Wayne. 5.30 Ulster Newstime. 9.27 Ulster Newstime. 11.45 Sports Results. 11.50 Full Guy.

RADIO

(Stereo on FM)

BBC RADIO 2

8.00 am Graham Knight. 7.30 Roger Royle says 'Good Morning Sunday'. 9.05 Melodies For You. 11.00 Desmond Carrington with Your Radio 2 All Time Greats. 2.00 pm Stuart Hall's Sunday Sport. 5.30 Charlie Chester. 7.35 Sir Geraint Evans presents a personal choice of music. 8.30 Sunday Half-Hour. 9.30 Your Hundred Best Tunes. 10.05 Songs from the Shows. 10.45 Michael Reeves. 11.00 Sounds of Jazz. 1.00 am Alan Dedicoat presents 'Nightride'. 3.00-4.00 A Little Night Music.

BBC RADIO 3

6.35 am Open University (FM only). 6.55 Weather. 7.00 From Monteverdi to Mozart. 7.00 News. 7.35 The Beethoven Piano Sonatas. 8.00 News. 8.05 Your Concert Choice. 10.00 Music Weekly. 11.15 BBC Symphony Orchestra Spring Tour. Concert recorded in Leipzig, conducted by John Pritchard: Wagner (Siegfried's Journey to the Rhine), Richard Rodney Bennett (Symphony No 3); 11.30 Interval Reading; 11.45 Bruckner (Symphony No '0'). 12.55 pm Howard Shelley and Hilary MacNamara (pianos) Howard Ferguson (Partita), Rachmaninov (Symphonic Dances). 1.55 Writers Talking. 2.30 BBC Singers at Darlington: *Britten (5 Flower Songs), Takemitsu* (Wind Horse), Gordon Crosse (Epitaph; A May Song). 3.10 Aldeburgh Festival 88. 4.15 Celebrity Recital. Olaf Bar (baritone) sings Schubert's 'Winterreise'. 5.15 Isles Apart. 7.00 Royal Liverpool Philharmonic Orchestra. Recorded concert conducted by Nicholas Cleobury, with Nigel Kennedy (violin): Schubert (Overture 'Rosamunde'), Bruch (Violin Concerto No 1) 8.00 *Perceptions of Freud.* 8.00 *Almeida Festival (simultaneous live* relay with BBC2). 10.30 Choral Evensong. 11.30 Tubin. Symphony No 8. 12.00 News.

Riddell, Political Editor of the Financial Times. 11.30 *From Our Own Correspondent.* 12.00 Money Box. 12.25 pm News Quiz (s). 12.35 Weather 1.00 News. 1.10 Any Questions? 1.50 Shipping Forecast. 2.00 News; Consuming Passions. 2.47 Treasure Islands. 3.00 News; "Rhyme or Reason" (s): Sony Radio Award-winning play 3.40 "Cheap in August" (s): Dramatisation of a Graham Greene story. 4.30 Science on 4.

5.00 *Carved in Conversation:* Lady Elliot of Harwood. 5.25 Week Ending. 5.50 Shipping Forecast. 5.55 Weather. 6.00 News and Sport. 6.29 Citizens. 7.10 Stop the Week. 7.45 Saturday Night Theatre: "The Village Fete" - Sony Radio Award-winning play by Peter Tinniswood. 8.15 Music in Mind. 8.50 Ten to Ten. 9.30 Weather. 10.00 News. 10.15 The Saturday Feature: "Tinniswood's Wimbledon". 10.45 Spanish Testament. 11.00 When Housewives Had the Choice? 12.00 News; Weather; Shipping Forecast.

WORLD SERVICE

BBC World Service can be received in Western Europe on Medium Wave 648KHz (463m) at the following times GMT:

6.00 am Newsdesk. 6.30 Meridian. 7.00 World News. 7.09 Twenty-four Hours: News Summary. 7.30 From the Weeklies. 7.45 Sportsworld. 8.00 World News. 8.09 Reflections. 8.15 A Jolly Good Show. 8.30 World News. 8.39 Review of the British Press. 8.45 The World Today. 9.30 Franchi News followed by Sports Roundup. 9.45 Personal View. 10.30 News Summary. 10.31 Here's Humph! 10.15 Letter from America. 10.30 Londres Midi. 11.00 World News. 11.09 News About Britain. 11.15 *The A-Z of Hollywood.* 11.30 Meridian. 12.00 Radio Newsreel.

12.15 pm Multitrack 3. 12.45 Sports Roundup. 1.00 World News. 1.09 Twenty-four Hours. 1.30 Sportsworld. 2.00 News Summary. 2.01 Sportsworld. 2.00 Radio Newsreel. 3.15 Sportsworld. 4.00 World News. 4.09 News About Britain. 4.15 English by Radio. 4.45 Londres Soir. 5.30 Heute Aktuell: German Newsreel. 6.30 Programmes in German. 7.00 News Summary. 7.01 Play of the Week. 8.00 World News. 8.09 Twenty-four Hours. 8.30 Meridian. 9.00 News Summary. 9.01 Sportsworld. 9.30 People and Politics. 10.00 World News. 10.09 From our own Correspondent. 10.25 Nature Notebook. 10.45 Reflections. 10.55 Sports Roundup. 11.00 World News. 11.09 Words. 11.15 The Tony Myatt Request Show. 12.00 World News.

12.09 am News About Britain. 12.15 Radio Newsreel. 12.30 Great British Concert Halls. 1.00 News Summary. 1.01 Play of the Week. 2.00 World News. 2.09 Review of the British Press. 2.15 Sportsworld. 2.30 The Ken Bruce Show. 3.00 World News. 3.09 News About Britain. 3.15 From our own Correspondent. 3.30 Six Four Eight News. 3.35 Financial News. 3.45 Morgenmagazin; German News and Magazine. 5.00 World News and Twenty-four Hours. 5.30 Londres Matin: French News Magazine.

RADIO 4

6.00 am News Briefing; Weather. 6.10 Prelude. 6.30 News; Morning has Broken. 6.50 Weather. 7.00 News. 7.10 *Sunday Papers.* 7.15 Waterlines. 7.40 Sunday. 8.00 Week's Good Cause. 8.05 Weather 8.06 News. 8.10 Sunday Papers. 8.15 Letter from America by Alistair Cooke. 8.30 Morning Service. 10.15 The Archers. 11.15 Week Ahead. 11.30 Pick of the Week (s). 12.15 pm Desert Island Discs (s). 12.55 Weather 1.00 World This Weekend. 1.05 Shipping Forecast. 2.00 Gardeners' Question Time. 2.30 Lifeline (s) Play by Giles Cooper. 3.30 Tomfoolsteries. 3.50 The Radio Programme. 4.00 International Assignment. 4.30 Oh, Mother Country.

5.00 News; Down the River Tyne. 5.20 Shipping Forecast. 5.25 Weather. 6.00 News. 6.15 Woody Allen Reader 6.30 Viva Verdi? 7.30 Rallies (s). 8.00 Bookshelf. 8.30 A Word in Edgeways. 9.00 News; The Hunters. 9.15 Natural History Programme 9.50 Weather. 10.00 News. 10.15 With Passport and Parasol. 11.00 In Committee. 11.30 Seeds of Faith. 12.00 News.